Board of Trade Journal

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Board of Trade Journal

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President's New Year message to industry 3
Letters of appreciation 4
New Year's Honours for services to export 5
Commonwealth Prime Ministers' meeting 1969 6
Arrangements for imports of cotton textiles in 1969 6
Amendments to classification of chemicals in the Brussels Nomenclature 6
EFTA (Drawback) (Amendment No. 2) Regulations 1968 6
The Civil Service and industry: exchanges of staff 7
Government industrial establishments: inquiry 7
IRC appointment 7
Chairman of Metrication Board announced 7
BoT Overseas Publicity Section new address 7
Certificates of origin: issuing bodies 8
BoT report on action taken under the Insurance Companies Acts 8
References to National Board for Prices and Incomes 9
ECGD backs £9.6 million contract for sinter plant for Spain 9
ECGD backs £4 million contract for Kenya 9
British commercial representatives overseas 9
Major British trade drive in France 9
Machine tool drive in Japan 10
Horticultural mission planned 10
Printing machinery mission to South Africa 10
Computer firm's further Scottish expansion 10
New industry for Milford Haven 10
Courtaulds' third venture in Northern Ireland in 1968 11
Lloyd Menswear for Wales 11
Samuel Collins Limited factory extension will mean 140 additional jobs 11
Royal Society of Arts Presidential Awards for Design Management 11
Patents endorsed 'Licences of Right' 12

Aviation and Shipping
Esher delegation see Minister about aircraft noise 13
Parliamentary Answers 14
Reports on Science abroad 14
Government surplus sales by auction 15

STATISTICS
The economy: selected indicators 16
Vital statistics – exports, imports and the Bill of Entry Service 17
Alphabetical list of industries for Standard Industrial Classification 17
Travel and tourism in the third quarter of 1968 18
Registrations of British and foreign films 18
Business Monitor 18
Quarterly analysis of man-made fibre production 19
Northern Ireland index of Production 19
New companies registered in Northern Ireland 19
Increased orders for British machine tools 20
Orders, deliveries, production and re-exports in the engineering industries in October 22
Car production still on rising trend in November 26

The Patent Office – an active industrial service . . . . . i-iv

EXHIBITIONS AND FAIRS
BoT to build special structure at 2nd Asian International Trade Fair 27
Guide to British week Tokyo 27
'Search and Rescue at Sea' on BoT/Coastguard Boat Show stand . 27
Changes in the Programme of Trade Promotions 1969 . . . 28

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
Anglo-Japanese trade agreement 33
Bulgaria and Yugoslavia 33
Hints to businessmen booklets 33
Information for exporters 34
Export tours 38
Export orders 39

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Barbados: Import prohibition: galvanized steel pipe 48
Canada: Changes in anti-dumping legislation and Customs Tariff. 'Made in Canada' rulings (1) (2) 51
Chile: Permitted Import List 51
EFTA: Import deposits and drawback 41
European Communities: Tariff quotas in the EEC. Common agricultural policy 41
France: Imports of ties and handkerchiefs 40
Germany, Federal Republic of: Quota for goods sold at Berlin Food Fair 40
Irish Republic: Licence for imports of raw apples 42
Lebanon: Import surtax 42
Malawi: Customs tariff changes 42
New Zealand: Emergency Protection Authority inquiry (1). Emergency Protection Authority: temporary protection. Tariff changes. Emergency Protection Authority inquiry (2) 46
Portugal: Goods exempt from import duty 40
South Africa: Import Control Regulations, 1969. Inquiry into rendering of urgent tariff assistance. Customs tariff applications . . 43
Spain: Duty-free quota: naval steel plates. Customs tariff. Import quota correction 40
United States: National Commission on Product Safety. Radiation control for health and safety act. Proposed revision of Trade Mark Act, 1946 48
Subscriptions, advertisements and reprints 51

INDEX TO STATISTICS 52

Front cover photograph

Standard Telephones and Cables Limited have announced what they describe as 'the world's most advanced mobile radiotelephone', to be known as Star: the result of 18 months of intensive research and development. With associate companies and exclusive agencies in more than 110 countries, STC is offering world-wide planning, installation and servicing facilities ensuring top-grade service for Star users. Star is an elegant radiotelephone with minimal controls for simple operation. The mobile set measures only 22.9 x 18.4 x 5.1 cms. and weighs a mere 2.3 kg., the extremely simple controls are fully recessed, and a specially shaped cushioned frontal design protects both equipment and user. First models in the Star range will work in the UHF (ultra high frequency) mobile band and will use frequency modulation. UHF channels which require a mobile aerial only 15.3 cm. high are characterized by excellent radio penetration into narrow streets and tunnels and by the almost total absence of interference, including car ignition – making it ideal for taxi operator and commercial contractor communication networks.

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EMPHASIS ON EXPORT

President's New Year message to industry

Mr. Anthony Crosland, President of the Board of Trade, issued the following New Year message to industry on January 1.

Mr. Anthony Crosland, President of the Board of Trade.

OUR EXPORTERS have done well in 1968 and they can take justifiable pride in their achievement. Now we must look forward to doing still better in 1969.

We should be proud of our export record. Britain is one of the world's greatest exporting countries. We export over a quarter of all that our manufacturing industry produces. Per head of the population we export almost twice as much as the United States and more than twice as much as Japan. We hold second place in the world league table for invisible exports, and they are remarkably buoyant.

Yet is is only by exporting still more that we can pay for the food, raw materials and manufactures which are imported to meet the requirements of industry and consumers in a sophisticated economy. It is only by exporting still more that we can achieve a sound balance of payments on which depends our ability to improve our standards of living and the future wellbeing of our society.

The monthly figures of our visible trade are, as we all know, an imperfect barometer of our economic health. Looking back over the whole year, we can get a more balanced view of our performance in 1968. Britain's export performance in 1968 has been, in fact, even better than we expected. The underlying trend of exports has risen through the year and has grown particularly fast in recent months, setting new records in the level of exports in almost every month. The value of exports has increased very substantially as was to be expected following devaluation – in September-November it was more than a quarter higher than in the middle of last year. But, what is more important, the volume of exports has also risen by 16 per cent over this period. This represents a considerable shift of resources into production for exports and is about four times the average rate of growth of the past decade.

Exports to all major markets are well above their levels of last year those to the main industrial areas, North American and Western Europe, have done particularly well. The rise is also well spread among the types of goods which we export. The increase in our exports has been greatly helped by the expansion in world trade which has taken place this year, and the competitive advantages conferred by devaluation have placed us in a favourable position to take advantage of this growth. These advantages remain; the price of our exports in terms of foreign currency is still well below its level before devaluation, and this gives scope for a further substantial increase in exports in 1969. In the case of a number of our important exports, for example, engineering goods, ships and aircraft, the period between order and delivery can be substantial, and it is likely that the main effects of devaluation are still to come. The value of export orders received for these products suggests that the prospects are extremely promising.

The growth of order books sometimes leads to difficulty in keeping to delivery dates. We hear a good deal at times about late deliveries. We must heed these criticisms and do our best to meet them. But British exporters are not alone in sometimes failing to deliver on time: the records of some of our rivals are certainly no better. We should be encouraged to think that, if we can improve our performance, we can gain a valuable lead over them.

The Board of Trade, together with ECGD, are constantly looking out for new ways of improving the Government's service for exporters in a way that will help those exporters best able to profit from them. Among recent developments have been the establishment in the Board of Trade of the Overseas Projects Group, which aims to assist in securing large overseas project business; the introduction of the Export Representative Scheme, which will help manufacturers of complementary products to set up joint sales units overseas; and the negotiation by ECGD of new lines of credit. I have no doubt that the Government's export services and incentives stand comparison with those of any other country in the world.

We shall have to work hard in the coming year to make the most of the competitive advantages and to benefit from the greater incentives that flow from devaluation. I believe that those concerned with the export trade are now alive to the possibilities and anxious to exploit them, but I am sure that there are still others who have not yet appreciated the extent of the opportunities that await them overseas. The whole world can be your market; the trade is there to be had, and it is profitable. The Government Services, the BNEC and its area committees, the trade associations and the Chambers of Commerce are all anxious to help; but the initiative and drive in seeking out the opportunities and selling hard when they are found, can come only from thousands of individual businessmen throughout the country. I urge them to make 1969 a year in which they will turn with even greater keenness and vigour to selling overseas, for I am confident that they have the experience, the skill and the persistence to bring home a rich reward for themselves and for their country.

Letters of appreciation

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing thanks for their help. A list of British Commercial representatives was published in the December 20 issue.

SANTA CRUZ, TENERIFFE

Having now returned to England after my visit to Teneriffe, I would like to thank you for your assistance in arranging for our company to appoint an agent on the Island.

I should be most grateful if you would pass on to your Commercial Officer also my gratitude for his very helpful assistance as it is most satisfactory to know that the facilities in Teneriffe provided by the British Consulate for businessmen wishing to enter the market are so excellently organized.

Lyntrad Enterprises Ltd., Huddersfield.

PERTH

It is difficult to find words adequate to thank you for all you have done to make our visit to Western Australia such a success.

To a man we are unanimous in sending you sincere thanks, not only for giving us such a perfect programme, but for the care and interest each of us has received from you personally. It is so vital to start an operation of this kind well and you ensured that in every respect.

The London Chamber of Commerce, London, E.C.4.

VIENNA

Once again I am indebted to you for your help whilst visiting Vienna and I would like to thank you very much indeed for the excellent arrangements which you made at such short notice.

I will let you know in due course if we make any agency appointments in Austria, where, if our exports do not increase it will not be for lack of assistance from the British Embassy.

British Gypsum Limited, Gravesend, Kent.

CASABLANCA

Having finally arrived back at my office, it gives me great pleasure to write to thank you for the very many kindnesses that you extended to me during my visit to Casablanca.

Not only have I been able to find a firm who are most anxious to represent us in Morocco, but this same firm will also be able to obtain business for us in Western France, which we had not covered hitherto. I was most impressed with this firm and am extremely grateful to you and your colleagues for having arranged for me to meet them.

Medical and Industrial Equipment Ltd., London, W.1.

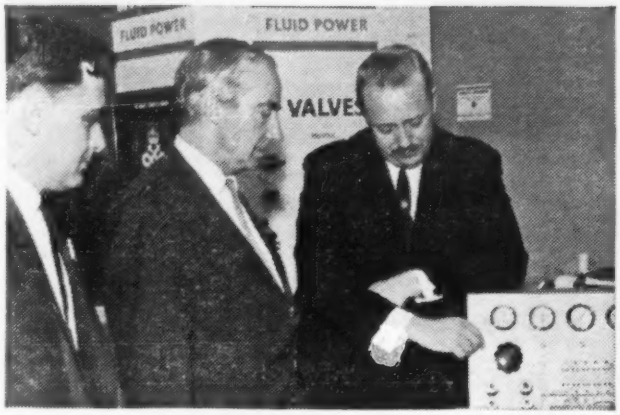
MONTREAL

May I at this time of writing, express my most sincere thanks and appreciation for the assistance that you and your colleagues in Montreal have rendered to me personally and to Carron Company. It was as a result of the names and addresses that you supplied me that I met ..... and as you know we designed three new products to suit the North American market's requirements and I am delighted to inform you that we have now concluded an agreement with ..... to supply through him a substantial quantity of our goods in 1968, and this should be continuous and increasing over the years ahead.

I should also mention that not only did we design these products specifically for the Canadian market but we have now designed special crating to enable our products to come over individually crated for ease of shipment once they arrive in Canada. We of course also have produced a complete new run of literature in French and English as well as fitting instructions in both languages, again to meet the Canadian customers' requirements. None of this would have been possible without the co-operation that we received from the British Trade Council in Montreal.

As I said to you when I was last over, as a result of our success in Canada, two companies that we are very friendly with who make kitchen units are, at the present moment, in contact with companies in Montreal with a view to exporting their own products to Canada. I have given both of these companies your name and it is very possible that they will contact you when they arrive over there.

Carron Stainless Products Limited.



Mr. A. C. Maby (centre), British Consul-General in Zurich, discusses a Maxalog systems simulator with Mr. Brian Hoyle, sales promotion officer, Maxam Power Ltd., at the 4th International Technical Fair for Hydraulics and Pneumatics at Zurich.

BRUSSELS, AMSTERDAM AND HAMBURG

In conjunction with the British Food Export Council, I recently organized an Export Mission of British food manufacturers to Brussels, Amsterdam and Hamburg.

The reason I am writing to you now, however, is to acknowledge the immense amount of help given to the mission by the Commercial Departments of the British Embassies in Brussels and The Hague and the Commercial Department of the British Consulate-General in Hamburg. It is not overstating the case to say that without the enthusiasm and interest shown by all officials concerned it would have been impossible to stage three exhibitions so successfully within the compass of eight days.

I just wonder whether the courtesy and efficiency of these Commercial Departments is appreciated by would-be exporters. I cannot claim to have done more than dabble in the export field, but it is crystal clear to me that if one prepares the ground methodically and goes to the trouble of making one's objectives clear to the Embassies and Consulates, there would seem to be no limit to the help and advice that the Diplomatic Commercial Departments are anxious to provide.

This is the second Export Mission with which I have been connected. On the previous occasion I was equally well served in Paris and Düsseldorf.

I would like to put my views on record to counter criticism which is voiced from time to time and which arises, I am sure, when exporters neglect to prepare the ground adequately and fail to give the Commercial Officers a clear briefing.

The Metal Box Company Limited.

EUROPE

I have on a number of occasions recently contacted the Export Services Branch to obtain information on taxes and duties chargeable in European countries.

I would like to take this opportunity of recording the very helpful way in which our requests have been answered and this has greatly assisted us in producing price lists for our customers.

It is most gratifying to know that when one contacts the Export Services Branch for information, every assistance possible is given.

Nissen Trampoline Co. Ltd.

New Year's Honours for services to export

THE FOLLOWING awards in the New Year Honours List were cited 'for services to export':

Honour	Name	Position
Knight Bachelor	David Thurlow Barritt	Chairman, Simon Engineering Ltd.
	Lew Grade	Deputy Chairman and Chief Executive, Associated Television Corporation Ltd.
	John Frederick Mallabar	Chairman, Harland and Wolff.
	Frederick Neil Sutherland, CBE.	Chairman, Marconi Co. Ltd.
CBE	Robert Appleby	Deputy Chairman, Black & Decker Manufacturing Company, Maryland, USA.
	Joseph Cyril Bamford	Chairman, Managing Director, J. C. Bamford (Excavators) Ltd.
	David Charles Collins	Chief Executive, Westland Aircraft Ltd.
	Alan Nugent Goring Dalton	Deputy Chairman, English China Clays Ltd.
	Arthur Claude Dugard	Chairman, Cooper & Roe Ltd., and Chairman, British Hosiery and Knitwear Export Group.
	John Peter Ford	Chairman, British National Export Council (Latin America), Director, Plessey Overseas Ltd.
	Herbert John Jarrold, JP	Chairman, Jarrold and Sons Ltd.
	George Roland Jefferson	Chairman and Managing Director, Guided Weapons Division, British Aircraft Corporation.
	Denis Gordon Johnson	Chairman and Managing Director, George Bassett Holdings Ltd.
	Richard Starr Jukes	Chairman, British Plaster Board Industries Ltd.
	Thomas McIver	Deputy Chairman, Swan, Hunter and Tyne Shipbuilders Ltd.
	John Arthur Reginald Staniforth.	Director, John Brown and Co. Ltd., Managing Director Constructors John Brown.
	Peter Wendel Seligman	Chairman, APV Holdings Ltd.
OBE	William Thyne	Chairman, William Thyne (Holdings) Ltd.
	David Griffith Price, MBE	Director, National Wool Textile Export Corporation.
	John Arthur Berry, JP, DL.	Managing Director, Aluminium Corporation Ltd., Dolgarrog.
	Lewis Strachan	Director, Jute Industries (Holdings) Ltd.
	Dr. Reginald Robert Melhuish.	Manager, Patents and Agreement Department, Imperial Chemical Industries (Fibres) Ltd.
	Barry Oliver Bevan Funnell	Managing Director, Bevan Funnell Ltd.
	Sidney Marks	Chairman and Managing Director, M.Y. Dart Company (Games) Ltd.
	Herbert Leslie Milliard, TD, JP.	Secretary, Leicester and County Chamber of Commerce.
	Ronald Henry William Burkett.	Managing Director, Welwyn Electric Ltd., Bedlington, Northumberland.
OBE	Frank Donald Outridge	Director, Scientific Instrument Manufacturers' Association.
	Alec Field Atkin	Lighting Project Manager (Special Director), British Aircraft Corporation (Preston) Ltd.
	Glen Milton Hobday	Sales and Service Manager and Special Director, British Aircraft Corporation (Preston) Ltd.
	William Belfield Macpherson	Lately President, American Division of Cadbury-Fry (Export) Ltd.
	Lt.-Col. Frank Percival Nurdin.	Sales Director, British Communications Corporation.
	Samuel Thomas Rees	Director of Manufacture, Ford Motor Co. Ltd., Brentwood.
	James Matthew John Whellens.	Principal Engineer, GEC - AEI (Electronics) Ltd., Leicester.
	Robert Charles Gooding Williams.	Chief Engineer, Philips Electronic & Associated Industries Ltd.
MBE	Joseph Frank Gaunt	Director of Research, Patons & Baldwins Ltd., Darlington.
	Miss Frances Stephanie Heslop-Davies.	Secretary, Export Council for Europe.
	Philip Henry Crockett	Managing Director, County Chamois Company Ltd.
	Frederick Allen Stanley	Sales Director, Cumberland Fashions Ltd.
	Richard Steele Grover, JP	Chairman and Managing Director, The Bentley Piano Co. Ltd., Woodchester, Stroud, Gloucestershire.
	Geoffrey Thomas Edwin Buggins.	Managing Director, Thwaites & Reed Ltd.
	Rodertick John Tindale	Chief Engineer, Newalls Insulation & Chemical Company Ltd.
	Arthur Oliver Lyman	Chairman and Managing Director, Reginald Dickens Ltd., Harrold, Bedfordshire.
	John Watson Hewitson	Administration Director, Marchon Division, Albright and Wilson Ltd.
	Philip St. Aubyn Brazier	Managing Director, Eaton & Wrighton Ltd.
	William George Dilley	Export Manager, Excelsior Ropes Ltd., Cardiff.
	Arthur Albert Schneider	Chairman, Crescent Toy Company Ltd., Cwmcarn, Monmouthshire.
	Horace Gordon Winterbotham.	Export Sales Manager and Assistant Director, Cooper & Roe Ltd.
	Eric Edwards	Chairman, H. S. Marsh Ltd., Reading.
	John Taylor Peden	Manager, Engineering Department (East), Glenfield & Kennedy Ltd., Kilmarnock.

(Continued on next page)

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NEW YEAR'S HONOURS FOR EXPORT, *continued*

Honour	Name	Position
MBE	Zachry Brierley	Chairman and Managing Director, Z. Brierley Ltd., Llandudno.
	Owen Pryke	Sales Manager (Overseas), The Hoffmann Manufacturing Co. Ltd., Chelmsford.
	Leonard Hurworth Dale	Chairman and Managing Director, Dale Electric of Great Britain Ltd., Filey, Yorkshire.
	John William Threadingham	Managing Director, Delapena Honing Equipment Ltd., Cheltenham.
	Guy Bristow	Chief Test Engineer, Small Engine Division, Rolls-Royce Ltd., Hatfield, Herts.
	James Edward Diggins	General Manager and Director, Racal (Mobilcal) Ltd.
	Miss Evangel Mary Margaret Jeffery.	Private secretary to Director and General Manager, Moston Group of Factories, Ferranti Ltd.
	Saville Jowett	Head of Equipment Services Group, Research Department, Aviation Division, Smith's Industries Ltd., Cheltenham.
	James Keith Macleod.	Deputy Manager, Civil Aircraft Contracts Department (Weybridge Division), British Aircraft Corporation Ltd.
	George Morgan.	Divisional Director, Hydraulic Machinery (Great Britain) Ltd.
	Spencer George Solly	General Works Manager, Kearley and Trecker C.V.A. Ltd.
BEM	James Ernest Cappi	Warehouse Supervisor, Midland Silicones Ltd., Barry.
	Ernest Henry Pullin	Maintenance Foreman, Universal-Matthey Products Ltd.
	Joseph Kidd	Lately Staff Foreman, Ferguson Brothers Ltd.
	Owen Gallagher	Senior Foreman, Associated Lead Manufacturers Ltd.
	William Granger	Head Foreman, Blading Department, John Brown Engineering (Clydebank) Ltd.
	Edward Holliday	Maintenance Supervisor, Albright and Wilson Ltd., Marchon Division.
	Joseph Ivor Turnell	Field Development Engineer, Strachan & Henshaw Ltd., Bristol.
	Frederick Liddle	Works Foreman, Ever-Ready Company (Gt. Britain) Ltd., Walthamstow.
	Lemuel James	Cylinder Foundry Foreman, Black Clawson International Ltd.

Commonwealth Prime Ministers' Meeting 1969

COMMONWEALTH PRIME MINISTERS will meet in London at Marlborough House from January 7 to 15.

The Prime Ministers will be greeted by the British Prime Minister, the Secretary-General, and the Foreign and Commonwealth Secretary.

Arrangements for imports of cotton textiles in 1969

THE BOARD OF TRADE have issued Notice to Importers No. 1237 announcing that the general arrangements for the import of cotton textiles set out in Notice to Importers No. 1155, as modified by the terms of Notice to Importers No. 1170 and 1209, will continue to operate in 1969, subject to the following changes, effective from January 1, 1969:

(a) All quota levels will be increased by 1 per cent over the 1968 level.

(b) The global quota will be allocated to importers who qualified for licences under the 1966, 1967 and 1968 arrangements. It is not possible to guarantee, however, that the 1 per cent increase will be reflected in each individual licence.

It proved impracticable to introduce the simplified licensing arrangements for the Country Quotas in the course of 1968 but the new scheme will be introduced in 1969, possibly in stages. As a first step the issuing authorities in supplying countries are being asked to send their Country Quota export certificates direct to the Import Licensing Branch, who will then issue a licence or an equivalent authority to import. Importers are, however, advised to notify the Import Licensing Branch if they continue to receive Country Quota certificates direct from exporters.

Applications for *Global Quota* licences should be sent to the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1. Applications should include the 'Description of Goods' as expressed in the licences for 1968. The spaces for quantity and value should be left blank. Importers who would prefer to have their allocations split between two or more licences should submit the appropriate number of application forms for each of the categories for which they have previously qualified.

Amendments to classification of chemicals in the Brussels Nomenclature

HM CUSTOMS AND EXCISE announce the publication of an Amending Supplement to 'Classification of Chemicals in the Brussels Nomenclature.' This corrects certain printing and other errors which have been found and also brings up to date alterations in the tariff classifications of certain of the chemicals.

The supplement is available from HMSO, 49 High Holborn, London, W.C.1 and branches, price 1s. net.

EFTA (Drawback) (Amendment No 2) Regulations 1968

THE EFTA (Drawback) (Amendment No. 2) Regulations, 1968, published on December 30, 1968 (SI 1968 No. 2001) amend the EFTA (Drawback) Regulations, 1966.

The 1966 Regulations generally debar EFTA goods from receiving EFTA tariff treatment when imported into the United Kingdom if they have benefited from drawback in the EFTA country in which they underwent the last operation or process of production or manufacture. They provide an exception, however (described in Regulation 3(d), for goods which have benefited from drawback in connection with an exportation before December 31, 1966, from one EFTA country to another EFTA country (not being of the United Kingdom). If goods in this category are re-exported after December 31, 1966, to the United Kingdom, their eligibility for EFTA tariff treatment is not affected provided they have not undergone any operation or process of production or manufacture in the EFTA country from which they are exported to the United Kingdom and were in the United Kingdom cleared for home use or temporary duty-free admission before January 1, 1969. The amending Regulations remove the expiry date of this exception thereby making the exception permanent in respect of the goods to which it applies.

Copies of the EFTA (Drawback) (Amendment No. 2) Regulations can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 4d. or 8d. by post).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

The Civil Service and industry: exchanges of staff

LAZARD BROTHERS and Co. Ltd., on December 19 announced an exchange of staff with HM Treasury. Mr. Richard Steel, a managing director of the Bank, is to join the Treasury for about two years and Mr. S. H. Wright, an assistant secretary in the Treasury, is to join the Bank for a similar period.

The announcement by Lazard Bros., is one of the first results of a new scheme to arrange two-way exchanges of staff between the Civil Service and industry, commerce and other organizations.

At the end of 1967, 27 civil servants were working for various firms and organizations. Under a new scheme which has the backing of the CBI, more than 50 major organizations have been invited to co-operate in a system of two-way though not necessarily simultaneous exchanges. Those agreeing to do so are put in touch with departments and detailed arrangements are then made direct.

A number of contacts have been arranged but it is often difficult to arrange the release of good people and it will take some time for some of these discussions to produce results. It is intended, however, that these exchanges should become a regular feature in the future.

Under an earlier one-way scheme, introduced in 1965, 26 people from industry, commerce and the universities were seconded to the Civil Service for two years. The 1965 scheme was welcomed by the Report of the Committee on the Civil Service (the Fulton Committee). The committee hoped that it would be continued and developed. While recognizing the real obstacles – the difficulty, for instance, of sparing good staff – they recommended that there should be more interchange of staff (Paragraph 128 and Appendix G, Report of the Committee on the Civil Service, Vol. 1, HMSO, Cmnd. 3638).

Government industrial establishments: inquiry

THE GOVERNMENT on December 19 announced the names of the members of a Committee who, under the chairmanship of Mr. J. F. Mallabar, are to conduct an inquiry into certain Government industrial establishments.

The Committee's terms of reference are:

'To examine whether the existing organization and system of control and accountability of large scale establishments in the Ministries of Defence and Technology engaged in production offer impediments to the achievement of full efficiency; and to recommend how such impediments should be removed'.

The Prime Minister gave the details in the House of Commons in reply to a written question. He said:

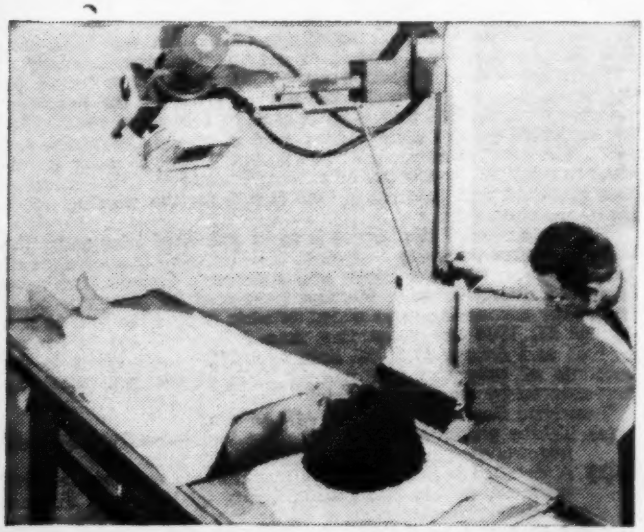
'The following have been appointed as members: Mr. A. P. Coldrick, Transport Salaried Staffs' Association; Mr. J. R. Edwards, CBE, JP, Associated Engineering Ltd., Carrier Engineering Co. Ltd., Harland & Wolff Ltd., Joseph Lucas Industries Ltd.; Mr. K. A. B. Moore, Reckitt and Colman (Overseas) Ltd.; Mr. R. O'Brien, Delta Metal Co. Ltd. Rod Division (from December 1, 1969); Miss Joan Woodward, Reader in Industrial Sociology, Imperial College of Science and Technology.'

In addition, the Ministries of Defence and Technology and the Civil Service Department will be represented on the committee by senior officials.

The committee will start work early in the New Year.'

Note:

The Government announced on July 31, 1968 that the committee would be set up under the chairmanship of Mr. J. F. Mallabar. The Minister for the Civil Service is the Prime Minister. The day-to-day work of the Civil Service Department is under the control of Lord Shackleton, the Lord Privy Seal.



An export order worth £24,000 has been placed by the X-ray Division of Westinghouse Electric Corporation, United States, with Watson & Sons (Electro-Medical) Ltd. – a GEC subsidiary. The main item of equipment in this order was a number of Escort moving top Bucky tables, as seen in this picture with stylos tube-stand and tomographic attachment. Watsons now expect to increase their export activities in the United States substantially.

IRC appointment

AT THE INVITATION of Mr. Peter Shore, the Secretary of State for Economic Affairs, Sir Joseph Lockwood has accepted appointment as chairman of the IRC board for a period of 12 months from January 1, 1969, in succession to Sir Frank Kearton who will be retiring at his own request, his term of appointment having been completed. The other members of the board, apart from Mr. Berkin, who is retiring because of personal commitments, have accepted reappointment for a period of two years from January 1, 1969.

Chairman of Metrication Board announced

IN a written Parliamentary answer on December 19, Mr. Anthony Wedgwood Benn, Minister of Technology, said that Lord Ritchie-Calder has agreed to be appointed Chairman of the Metrication Board.

Note:

Following the report of the Standing Joint Committee on Metrication (appointed by the Minister of Technology in March 1966) the Minister of Technology stated in the House in July 26, 1968, that the Government accepted the recommendation that a Metrication Board be set up.

BOT Overseas Publicity Section new address

THE OVERSEAS Publicity Section of the Board of Trade Information Division has moved from Kingsgate House to 7th Floor, Sanctuary Buildings, Great Smith Street, London, S.W.1. The telephone number is unchanged: 01-222 7877, as are the various extensions.

The Section is responsible for all overseas publicity relating to Board of Trade interests. This includes liaison with and guidance on all such matters to the Central Office of Information, BBC External Services, trade associations, British National Export Council and other organizations, as well as liaison with the Overseas Departments and Posts in connection with these and other matters concerned with export promotion, sponsored visits, etc.

The Section is concerned, in collaboration with the COI, for the provision and co-ordination of publicity material in all media sent from the United Kingdom in support of British Weeks, Store promotions, trade fairs and exhibitions. It is also responsible for United Kingdom publicity for certain aspects of the Board's work.

Certificates of origin: issuing bodies

THE FOLLOWING organizations have been designated by the United Kingdom Government for the purpose of issuing certificates of origin under Article 11 of the International Convention relating to the Simplification of Customs formalities 1923 and the European Free Trade Area Convention.

Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Barnsley & District Chamber of Commerce
Batley & Birstall Chamber of Commerce
Birkenhead Chamber of Commerce
Birmingham Chamber of Commerce & Industry
Blackburn & District Chamber of Commerce
Bolton & District Chamber of Commerce
Boston & District Chamber of Commerce
Bradford Chamber of Commerce
Brighton & Hove Chamber of Commerce & Trade
Bristol Chamber of Commerce & Shipping
Burnley & District Chamber of Commerce
Burton on Trent & South Derbyshire Chamber of Commerce
Bury & District Chamber of Commerce

Cardiff Chamber of Commerce
Carlisle Chamber of Commerce
*Chester & North Wales Chamber of Commerce
*Chesterfield Chamber of Commerce
Colchester Chamber of Trade and Commerce
Coventry Chamber of Commerce
Croydon Chamber of Commerce

Derby & Derbyshire Chamber of Commerce
Dewsbury Chamber of Commerce
Doncaster Chamber of Commerce
Dudley & District Chamber of Commerce
Dundee Chamber of Commerce

Edinburgh Chamber of Commerce & Manufactures
Exeter & District Chamber of Commerce

Forth Valley Chamber of Commerce (Falkirk)

Glasgow Chamber of Commerce & Manufactures
Gloucester & County Chamber of Commerce
Goole Chamber of Commerce & Shipping
*Grantham Chamber of Commerce
Great Grimsby Chamber of Commerce & Shipping
Great Yarmouth Chamber of Commerce
Greenock Chamber of Commerce & Manufactures

Halifax & District Chamber of Commerce
Huddersfield & Spen Valley Chamber of Commerce
Hull Chamber of Commerce & Shipping

Ipswich Chamber of Commerce & Shipping
Isle of Man Chamber of Commerce (Douglas)
*Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce (St. Helier)

Kendal Chamber of Commerce & Manufactures
Kirkcaldy & East Fife Chamber of Commerce
Kidderminster Chamber of Commerce (Birmingham)

Lancaster, Morecombe & District Chamber of Commerce (Lancaster)
Leeds Chamber of Commerce
Leicester & County Chamber of Commerce
Leith Chamber of Commerce
Lincoln Chamber of Commerce
Liverpool Chamber of Commerce & Industry
London Chamber of Commerce
Lowestoft Chamber of Commerce
Luton, Dunstable & District Chamber of Commerce (Luton)

Manchester Chamber of Commerce
Medway Chamber of Commerce

Neath, Briton Ferry & District Chamber of Commerce (Neath)
Newark Chamber of Commerce
*Newhaven and District Chamber of Commerce
Newport & Monmouthshire Chamber of Commerce
Northern Ireland Chamber of Commerce & Industry (Belfast)
North Lindsey Chamber of Commerce
North Staffordshire Chamber of Commerce (Stoke on Trent)
Northampton & County Chamber of Commerce
Norwich Chamber of Commerce
Nottingham Chamber of Commerce

*Oldham & District Chamber of Commerce
Ossett Chamber of Commerce

Paisley Chamber of Commerce and Industry Ltd.
Perthshire Chamber of Commerce (Perth)
Plymouth Chamber of Trade and Commerce
Poole, Bournemouth & District Chamber of Commerce (Bournemouth)
Port of Portsmouth Chamber of Commerce
Port Talbot Chamber of Commerce & Shipping
Preston & District Chamber of Commerce

Reading Chamber of Commerce & Trade
Rochdale & District Chamber of Commerce
Rotherham & District Chamber of Commerce
Rugby Chamber of Commerce
*Runcorn & District Chamber of Commerce

Sheffield Chamber of Commerce
Slough Chamber of Commerce
South of Scotland Chamber of Commerce (Hawick)
Southampton Chamber of Commerce
Stockport Chamber of Commerce
Sunderland Chamber of Commerce
Swansea Chamber of Commerce

Tees-side Chamber of Commerce (Middlesbrough)
Trowbridge & District Chamber of Commerce
Royal Tunbridge Wells Chamber of Commerce
Tyneside Chamber of Commerce (Newcastle upon Tyne)

Wakefield Chamber of Commerce & Shipping
Walsall Chamber of Commerce & Industry
Warrington Chamber of Commerce
*Welwyn Garden City Chamber of Commerce
*Westbury Chamber of Commerce & Trade
City of Westminster Chamber of Commerce
*W dnes Chamber of Commerce
*Wigan & District Chamber of Commerce
Wolverhampton Chamber of Commerce
Worcester Chamber of Commerce.

*Does not issue EFTA certificates of origin.

BoT report on action taken under the Insurance Companies Acts

THE FIRST part of the first Annual Report by the Board of Trade concerning 'matters within' the Insurance Companies Acts 1958-67, as required by Section 98 of the Companies Act 1967, was published on January 2, 1969 under the title 'Insurance business'.

This part records the action by the Board of Trade during the earlier months of 1967 under the powers given by the Insurance Companies Act, 1958 and from August to December 1967 under the extended powers conferred by Part II of the Companies Act 1967. The matters covered include authorizations to carry on insurance business, restrictions of existing businesses, where solvency was in doubt and petitions by the Board for the winding up of insurance companies.

The remainder of the Report is to be published later under the title 'Insurance Business: Statistics'. It will contain a double set of tables relating to the accounts and statements deposited with the Board of Trade covering business transacted by insurance companies for accounting years ended between September 1, 1964 and August 31, 1965 and accounting years ended between September 1, 1965 and August 31, 1966. Subsequent issues will relate to the accounts of only one year namely those of the year preceding that covered by the annual report.

'Insurance Business: Statistics' will contain:

(a) Tables giving various items of basic information about all insurers carrying on business in Great Britain.

(b) A detailed summary relating to both long term and general business, of the information giving by individual insurers in their statutory returns under the Insurance Companies Acts 1958-67.

(c) A summary based on (b) above of the main overall figures relating to the insurance industry in the United Kingdom together with tables giving some idea of the insurance business of bodies outside the scope of the Insurance Companies Acts and of the total amount of business transacted in Great Britain.

'Insurance Business: Statistics' will take the place of the annual summary of business hitherto published. Entitled 'Insurance Business: Summary of Accounts and Statements' this publication was last published in 1967 and set out accounts and statements deposited with the Board of Trade for accounting years ended on or after December 31, 1963 and on or before August 31, 1964. The Board of Trade is discontinuing publication of the separate volumes setting out in full the accounts and statements relating to life insurance business – 'Life and other Long Term Insurance Business' (Volumes I and II). These were last published in 1965 and set out full accounts and statements deposited with the Board of Trade during the year ended December 31, 1963.

Copies of the report can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches price 2s. or by post from HMSO, PO Box 569, London, S.E.1, price 2s. 4d.

References to National Board for Prices and Incomes

Manufacturers' prices of toilet preparations

THE FIRST SECRETARY of State and Secretary of State for Employment and Productivity and the President of the Board of Trade on December 23, referred to the National Board for Prices and Incomes manufacturers' prices of toilet preparations,

Steel prices

In the House of Commons on December 10, the Minister of Power announced that steel prices would be referred to the National Board for Prices and Incomes. This reference was made on December 23, by the First Secretary of State and the Secretary of State for Employment and Productivity, and the Minister of Power,

ECGD backs £9·6 million contract for sinter plant for Spain

THE EXPORT Credits Guarantee Department signed a Financial Guarantee in December 16, 1968 covering the financing of electrical equipment and a sinter plant for Spain.

The contract, which is worth approximately £9.6 million (inclusive of local costs), is between Union de Siderwigia Austrurianas SA of Spain and the English Electric Co. Ltd.

The loan, which is for approximately £7.43 million, is being made available by Lazard Bros. & Co. Ltd. It is repayable over a period of 15 years from date of contract.

British commercial representatives overseas

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* on December 20 should be amended as follows:

CHINA – *delete* the note which appears in italics immediately following this entry.

GREECE – *amend* the Athens postal number to '139'.

SWEDEN – GOTHENBURG: *amend* the address of the British Consulate-General to 'Gotgaten 15, S-41105 Gothenburg'.

TRINIDAD AND TOBAGO – *amend* the PO Box number to '778'.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 13*A Castle St., Edinburgh 2; Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

ECGD backs £4 million contract for Kenya

THE Exports Credits Guarantee Department signed a Financial Guarantee on December 20 covering the supply and construction of the Nairobi to Mombasa Transmission Line and Kipevu Power Station Extension for Kenya.

The contract, worth approximately £4 million, is between Balfour Beatty (Overseas) Ltd. of London and the East African Power and Lighting Co. Ltd. of Nairobi.

The loan, which is for about £2.9 million, is being made available by Glyn Mills & Co. acting on behalf of themselves and Barclays Bank Ltd., Clydesdale Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., National Provincial Bank Ltd., Westminster Bank Ltd. and the Royal Bank of Scotland, and is repayable over a period of 12 years from the date of contract.

Major British trade drive in France

THE LONDON Chamber of Commerce is to send a full-scale British capital goods trade mission to France from April 20 to May 1. The mission, which will be led by Mr. Robin Brook, Vice-President of the London Chamber, will be the first major British mission to visit France for over five years.

The London Chamber say that British exports to France in the first 10 months of the year have shown an increase of over 12 per cent compared with 1967, rising from £180.2 million to £203.7 million. While France is at present undergoing an austerity programme she is still planning to expand industrially and it is felt by the London Chamber that prospects for British exports are good. The mission will also be re-examining British selling methods in the French markets. While West Germany and Italy enjoy some tariff advantages in the French market other countries have made major sales drives in France and it is vital that British industry should not neglect the market.

The visit is being made with strong backing from the British Embassy in Paris and the British Chamber of Commerce in France as well as the Board of Trade and BNEC. It also has the warm support of the French Chambers of Commerce.

The objects of the mission are firstly to lay the groundwork for a substantial increase in British exports to France, secondly to demonstrate that Britain is still interested in the French market and has not written it off because of the veto on British entry into EEC, and thirdly to emphasize the possibility of selling products, processes, licenses etc., which will be complementary to French industry rather than competitive. In this field the mission will be making a special investigation into the new French investment incentives policy for 1969.

The programme for the mission has been planned following the visit to France of a reconnaisance group from the French Section of the London Chamber in November. The mission will be visiting Lille, Lyons, Grenoble, St. Etienne and Paris. The Departments of Nord and Pas de Calais with Lille as their centre and Rhone/Alpes with Lyons as the centre have been chosen as the best potential regions for British exporters. Both cities have recently had 'British Weeks' and the mission will also be acting as a follow-up to these. London Chamber missions have already visited Marseilles and Lorraine and another mission is planned for Bordeaux and Toulouse.

The 20 members of the mission will be representative of a wide range of British capital goods including steel making equipment, specialist machine tools, automated processes, nuclear engineering, oil and petroleum equipment, scientific instruments, hospital equipment, plastics, marine equipment and food and drink processing. Special attention will also be paid to transportation, particularly the likely long term effects of the Channel Tunnel and also to 'invisibles.'

The rise in British exports during the first 10 months of 1968 has been chiefly in capital goods notably cars, lorries, tractors, construction equipment, power tools, non-ferrous metals, iron and steel, textiles, paper and paperboard, chemicals and whisky.

The London Chamber will also be staging British Pavilions, in conjunction with the Board of Trade, at French exhibitions at Lyons, Metz, Oyonnax and Paris. Together with the British Shopping Week to be held in the Champs-Elysées from October 9-18, the exhibitions should also provide a useful follow-up for British exporters.

Machine tool drive in Japan

BNEC ASIA and the Machine Tool Trades Association have reached agreement to post a representative of the MTTA in Japan for two years at BNEC Asia's expense to stimulate the sales of machine tools from Britain. The principal task of the MTTA will be to seek out opportunities, report them both to manufacturers' agents and to the MTTA and advise manufacturers on prospective and existing agency arrangements.

Mr. Michael Montague, chairman of BNEC Asia, said: 'We must move fast if we are to supply a fair share of the Japanese requirements for machine tools. A loan recently made to Toyoto by the American import/export bank which is tied to the purchase of American machine tools immediately puts us at a disadvantage but the realistic attitude of the MTTA in taking this step, which other industries would do well to examine, will go a long way to redressing the balance.'

Horticultural mission planned

FOUR BRITISH MANUFACTURERS of gardening implements and equipment have so far expressed readiness to support a trade mission of West German horticultural equipment importers to Britain this spring. Eight other firms have expressed interest but further backing is required from the trade. The mission could then qualify for 50 per cent financial assistance from the British National Export Council.

The mission was suggested from the West German side and is supported by three German trade journals concerned with garden tools and equipment. Besides German wholesale importers and representatives of municipal authorities responsible for garden and park planning the mission would also include representatives of the three supporting trade papers.

If sufficient trade interest is shown the mission will be sponsored by the Federation of British Horticultural Exporters and will take place towards the end of March or the beginning of April.

Printing machinery mission to South Africa

THE BRITISH Printing Machinery Association, in conjunction with the British National Export Council, has arranged a selling mission to South Africa which will leave on January 25, and return about three weeks later. It will be led by Mr. E. A. Vesey, The Monotype Corporation Ltd. Other companies taking part will be Edwards and Jones Ltd, Lacy-Hulbert and Co. Ltd., W. Lethaby and Co. Ltd., Linotype and Machinery Ltd., Pictorial Machinery Ltd., T. C. Thompson and Son Ltd., Timsons Ltd. and Vacuumatic Ltd.

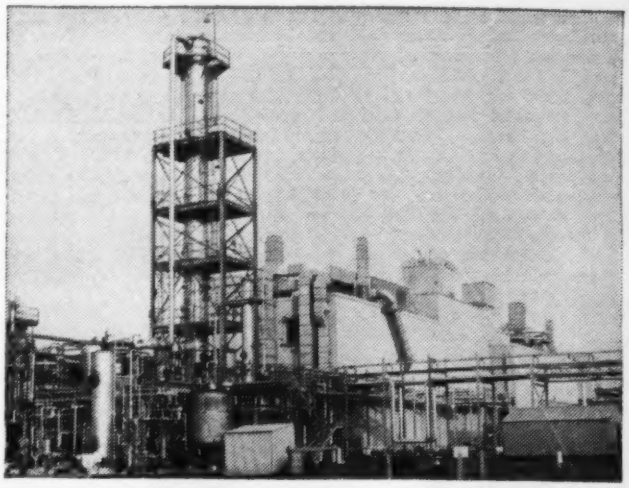
They will visit Johannesburg, Pretoria, Cape Town, Port Elizabest, Durban and the surrounding areas. A record number of British businessmen visited South Africa in 11 successful trade missions in 1968. So far 13 further missions are planned for 1969.

Computer firm's further Scottish expansion

IT HAS been announced by Honeywell Controls Ltd., that a factory at Uddingston, Lanarkshire, Scotland, four miles from the company's main United Kingdom manufacturing plant at Newhouse and one and-a-half miles from their Bellshill temperature controls manufacturing area, has been acquired.

By the end of 1970, these new facilities, offering 200,000 sq. ft. of floor space, will become the completely new manufacturing headquarters for Honeywell's Industrial Products Group.

Honeywell with a current work-force at the Newhouse and Bellshill Industrial Estates of over 4,300, expect to employ 1,200 people at Uddingston by 1970, Existing manufacturing area totals more than 850,000 sq. ft.



The first quantities of 'Orlon' acrylic fibre have been produced at the Maydown, Londonderry, works of Du Pont Company (United Kingdom) Ltd. At Maydown 'Orlon' will be produced both in staple and tow form. It is used extensively for all types of knitwear for men, women and children; woven fabrics for apparel; deep-pile fabrics; and household furnishings including carpets. Most of the output from the plant will supply the United Kingdom and European Free Trade Area countries.

New industry for Milford Haven

THE BOARD OF TRADE Advance Factory of 10,000 sq. ft. at Milford Haven has been allocated to J. D. Haines (Birmingham) Ltd.

J. D. Haines Ltd. are zinc die-casters, tool-makers and general engineers who make components for the motor and domestic appliance industries and currently employ about 50 people in premises at Birmingham and Lye, near Stourbridge, Worcs. The firm are diversifying into aluminium die-casting and consequently they require new premises for their new line of production. They have decided that the factory at Milford Haven will enable the company to commence operations with the minimum of delay and hope to commence the recruitment and training of labour almost immediately.

It is estimated that when the project is fully operational employment will be provided for between 30 and 40 people, most of whom will be men. Further expansion could follow in due course.

This is the sixth firm to occupy premises on the Milford Haven Urban District Council's Thornton Industrial Estate. Firms already established on the estate are Dowty Seals Ltd., Solartron Ltd., James Bryant & Co. Ltd., Croydon Asbestos Gloves, Ltd., and Elfed William Ltd.; these firms between them currently employ a total of some 500 people and provide a useful diversification of industry in the area.

Notes:

The Advance Factory at Milford Haven was authorized in November 1964 and completed in January 1967. It was constructed by the Welsh Industrial Estates Corporation on behalf of the Board of Trade.

Forty-one Government Advance Factories have been authorized for Wales since speculative factory building recommenced in November 1964.

Thirty of these factories have been completed or construction is nearing completion; nine of these are at early stages of construction and two are still in the preliminary planning stage.

Including the factory at Milford Haven, 26 factories have now been let.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Courtaulds' third venture in Northern Ireland in 1968

THE NORTHERN Ireland Ministry of Commerce announced on December 19 that Courtaulds will occupy a 103,000 sq. ft. factory on a Ministry of Commerce industrial estate at Carnmoney, Belfast. This will bring the number of announcements affecting the company's Northern Ireland operations to three during 1968, excluding its recent take over of Moygashel Ltd.

The new factory will provide employment for over 370 people after a year, the majority of whom will be men. Production planned to start in the spring of 1969 by the company's Processing Division will involve crimping of Celon and other yarns. There are already crimping units at Flint, Aintree and Bollington, all of which are expanding. The new unit will allow for a total Courtaulds' capacity of about 40,000,000 lb. per annum by the spring of 1970. Work has started in adding a further 20,000 sq. ft. to the building and adapting it for use.

Lloyd Menswear for Wales

LLOYD MENSWEAR have acquired a 7,000 sq. ft. factory at Nantyglo. If local conditions are found to be satisfactory, Lloyd Menswear envisage building nearby another factory several times larger. Between 200 and 300 workpeople would be required.

Growing export and home orders (the firm exports to over 60 countries) have dictated a development programme throughout the United Kingdom, of which the new Lloyd Menswear factory in South Wales is part. Work has commenced on the first 33,000 sq. ft. instalment of a large factory in Northern Ireland, where Lloyd Menswear have two other factories. The firm has productioin units in several areas of England where the necessary skilled labour is available.

Samuel Collins Limited factory extension will mean 140 additional jobs

A 20,000 SQUARE FEET extension to the factory of Samuel Collins Limited was opened on December 17 with plant costing £185,000. It is in Shawfield Industrial Estate, Glasgow, and backs on to the present 30,000 square feet factory opened over three years ago in Polmadie Industries Estate. Both buildings have been linked up to make it one of the most modern complexes in the country. The new extension will provide 140 jobs, and its main function will be the production of children's and Junior Miss wear incorporating its own showroom within the factory. The factory administration will also move into the extension occupying 1,800 sq. ft. space one floor up.

The new complex will mean double output for Samuel Collins Limited and has become necessary because of pressure of orders with the firm exporting to Italy, America, Sweden and France.

Royal Society of Arts Presidential Awards for Design Managment

THE COUNCIL of Industrial Design, on behalf of the Royal Society of Arts, invites applications and submissions for the 1969 RSA Presidential Awards for Design Management. These Awards were instituted in 1964 by the Society, whose full title is the Royal Society for the Encouragement of Arts, Manufactures and Commerce. The Awards have the approval of the Society's President, HRH The Duke of Edinburgh, and their purpose is to recognize outstanding examples of design management by British organizations.

Companies and organizations of all kinds in Britain are invited to submit evidence of design achievement over the whole range of their activities, including the quality and efficiency of their products; the architecture of their premises; the livery of their transport; the design of their graphics in everything from letter headings to packaging and publicity. The evidence may be submitted in any convenient form.

The closing date for entries is March 1, 1969. Further details may be obtained from Mr. John Blake, Deputy Head of the Industrial Division, Council of Industrial Design, 28. Haymarket, London, S.W.1.

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Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	November 8, 1968	
903,487	Standard Telephones and Cables Ltd.	Tape feeding apparatus.
906,206	Standard Telephones and Cables Ltd.	Travelling wave tubes.
909,772	Standard Telephones and Cables Ltd.	Circuit arrangement for varying the remanent flux in a magnetizable element.
938,962	Standard Telephones and Cables Ltd.	Diversity system.
943,865	Standard Telephones and Cables Ltd.	Delay lines.
947,593	Standard Telephones and Cables Ltd.	Means for coupling slow wave structures to wave feeders.
952,338	Standard Telephones and Cables Ltd.	Travelling wave tubes.
964,265	Standard Telephones and Cables Ltd.	Electron beam tubes.
972,494	Standard Telephones and Cables Ltd.	Frequency-stable relaxation oscillator.
976,756	Standard Telephones and Cables Ltd.	Travelling wave tubes.
1,006,935	Standard Telephones and Cables Ltd.	Circuit arrangement for varying the remanent flux of a magnetizable element.
1,011,631	Standard Telephones and Cables Ltd.	Circuit arrangement for stabilizing the frequency of multivibrator or transitron.
1,024,827	Standard Telephones and Cables Ltd.	Slow wave structurs for travelling-wave tubes.
1,049,098	Standard Telephones and Cables Ltd.	Travelling wave tubes.
1,049,099	Standard Telephones and Cables Ltd.	Travelling wave tubes.
1,051,059	Standard Telephones and Cables Ltd.	Method for class of line signalling in telephone exchanges.
	November 12, 1968	
1,079,203	Societe Anonyme Francaise du Ferodo.	Improvements in cooling systems in particular for air conditioning in motor vehicles.
	November 13, 1968	
801,559	Regie National Des Usines Renault .	Device for limiting torque in motor vehicles.
812,649	Regie Nationale Des Usines Renault.	A torque limiting free-wheel system.
909,871	Standard Telephones and Cables Ltd.	Ferrite matrix storage device with individual core reading and spurious pulse compensation.
918,603	Standard Telephones and Cables Ltd.	Information storage device.
918,604	Standard Telephones and Cables Ltd.	Information storage device.
998,561	Ateliers de constructions Mecaniques de Vevey S.A.	Change speed gearing.
1,022,728	Standard Telephones and Cables Ltd.	Semi-permanent capacitive memory.
	November 15, 1968	
981,532	United States Atomic Energy Commission.	Dissolution of uranium-molybdenum and/or uranium molybdenum-plutonium reactor fuel elements.
991,733	Standard Telephones & Cables Ltd. .	Electrcal control systems for point-to-point transit systems.
997,331	Empressa Nacional Calvo Sotelo de Combustibles, Liquidos y Lubricantes, S.A.	An improved method of separating and/or recovering arsenic.
1,003,053	Standard Telephones & Cables Ltd. .	Accelerometer.
1,107,217	Licencia Talalmanyokat Ertekesito Vallalat.	Process for polymerizing lactams.
1,115,411	Mathias Spencer & Sons Ltd. . .	Tool holding devices.
	November 19, 1968	
935,075	The Upjohn Company	The antibiotic decoyinine and the manufacture thereof.
938,804	The Upjohn Company . . .	Purine ketosides.
993,010	Institut de Recherches de la Siderurgie Francaise.	Method of protecting refractory walls of industrial furnaces against radiation.
993,086	Institut de Recherches de la Siderurgie Francaise.	Process for the horizontal continuous casting of molten metal.
995,090	Institut de Recherches de la Siderurgie Francaise.	Two-colour optical pyrometer and methods of verifying and correcting same.
1,009,039	Ego-Werke A.B.	Hinges for windows, doors and other pivotally mounted closure devices.
1,022,001	Institut de Recherches de la Siderurgie	A non-ferrous refractory alloy.
1,047,219	Chemische Werke Albert. . .	Vulcanization of rubbery alastomers by phenolic resins.
1,061,591	Michel Piel	A method of manufacturing thermal insulating materials and garments made therefrom.
1,097,736	Laboratoires Pharmescience . .	Medicaments comprising polyethylene glycol alkylthiaethers.
	November 25, 1968	
948,068	Rhoden Partners Limited . .	Rotary indexing devices.
1,106,137	Induma Industrie Maschinen G.m.b.H.	Plant for producing pressed plates of glued wood chips fibrous materials or the like by a multi-stage heating press.
1,108,374	Societe Nouvelle des Ateliers de Venissieux.	Wagons for wheeled loads.
	November 26, 1968	
857,251	Coal Industry (Patents) Limited .	Mineral mining machines.
992,424	Aktiebolaget Vacuum-Extractor .	Improvements in instruments for insertion of contrast fluids for X-ray examination in fistulas.
1,031,341	Coal Industry (Patents) Limited .	Apparatus for automatically controlling the steering of a mineral.
1,036,535	Hall & Pickles Limited . . .	Coal cutter picks and boxes.
1,044,761	Coal Industry (Patents) Limited .	Improvements in mining machines.
1,045,874	Coal Industry (Patents) Limited .	Mineral mining machines.
1,103,930	Societe des Forges et Ateliers du Creusot.	A tilting device for a steel converter.
	November 27, 1968	
1,026,563	Philco-Ford Corporation. . .	Colour television receivers.
1,055,091	The Natural Rubber Producers' Research Association.	Gas chromatography.
1,096,280	Philco-For[Corporation. . .	Semiconductor devices.
	December 2, 1968	
878,420	Electroacustic G.m.b.H. . . .	Under water echo-sounding apparatus.
1,000,782	Orsymonde	Pharmaceutical compositions containing alkyl derivatives of phlorophenone.
1,000,783	Orsymonde	Pharmaceutical compositions containing polyhydroxybenzene derivatives.
1,044,316	RIV Officine di Villar Perosa Societa per Azioni.	An invention for seal for rotary members.
1,045,981	Regio National des Usines Renault .	Master cylinders for hydraulic systems.
1,046,071	Regie National des Usines Renault .	Rotary piston internal combustion engines.
	December 3,1968	
874,807	Standard Telephones and Cables Ltd.	Electronic programme control equipment.
878,878	Standard Telephones and Cables Ltd.	Frequency detecting and correcting systems.
891,598	Standard Telephones and Cables Ltd.	Gas cell for frequency selective system.
898,704	Standard Telephones and Cables Ltd.	Non-blocking link-access switching systems.
918,784	County Commercial Cars Ltd. . .	Power driven trucks provided with elevating mechanism.
943,487	Standard Telephones and Cables Ltd.	Atomic clock.
994,345	La Metallisation du Sud-Ouest. .	Sound insulating material.
1,063,910	Grasso's Koninklijke Machinefabrieken N.V.	Shaft seals.
	December 4, 1968	
883,682	Firth Cleveland Limited . . .	Vacuum cleaners.
943,741	Firth Cleveland Limited . . .	Improvements relating to machines for including flow of liquid, being machines of the cross-flow type.
996,625	Marius Georges Henri Girodin .	Improvements in barrel-type internal combustion engines.
1,067,276	United States Atomic Energy Commission.	Method for preparation of spherical thorium dicarbide and thorium uranium-dicarbide particles.
1,067,277	United States Atomic Energy Commission.	Method for preparation of thorium-dicarbide and thorium-uranium-dicarbide particles.
1,075,619	La Publicite Francaise . . .	Method of producing cores and mould elements and mixture containing sand for said elements.
	December 5, 1968	
866,527	Standard Telephones & Cables Ltd. .	Improvements in storage drums for cable.
1,008,482	Griffin and George Limited . .	Improvements in potentiometric measuring circuit.
1,022,094	Ateliers Roannais de Constructions Textiles.	Improvements to bell-covers for doubling spinning or like textile frames.
1,045,450	Gevaert Photo-Producten N.V. .	Device for maintaining a photographic processing solution at a predetermined composition.
1,072,941	Blair, George	An improved seal for use between relatively rotatable elements.
1,076,629	Gevaert Photo-Producten N.V. .	Hardening of proteins.
1,093,177	Gevaert Photo-Producten N.V. .	Improved silver complex diffusion transfer process.
	December 6, 1968	
752,786	Standard Telephones & Cables Ltd. .	Electric cable manufacturing machines.
776,737	Standard Telephones & Cables Ltd. .	Radio location system.
843,499	Standard Telephones & Cables Ltd. .	Colour television signal-separating system.
845,966	Standard Telephones & Cables Ltd. .	Aircraft radio navigation system.
854,562	Standard Telephones & Cables Ltd. .	Electric pulse signalling systems.
861,551	Standard Telephones & Cables Ltd. .	Magnetic head.
892,823	Standard Telephones & Cables Ltd. .	Magnetically operable light-current electric switching device.
898,495	Standard Telephones & Cables Ltd. .	Electrical pulse synchronizing equipment.
903,912	Standard Telephones & Cables Ltd. .	Radio distance measuring system providing interrogation rate control.
904,070	Standard Telephones & Cables Ltd. .	Diversity combining system.
951,748	Standard Telephones & Cables Ltd. .	A stem for an hermetically sealed electric device.
958,379	The Natural Rubber Producers' Research Association.	The preparation of rubberized bituminous compositions.
1,075,678	Standard Telephones & Cables Ltd. .	Flight simulators.
	December 9, 1968	
804,411	Standard Telephones & Cables Ltd. .	Telegraph frequency modulators.
997,893	Standard Telephones & Cables Ltd. .	Frequency-shift-keying arrangement.
	December 10, 1968	
801,228	Wingard Limited	Improvements relating to closures for fluid containers.
1,033,350	Societe d'Etudes Ferroviaires . .	A railway track without ballast.
1,068,159	Instytut Elektrotechniki . . .	Electrolyte conductivity measuring.
	December 11, 1968	
1,020,436	Societe d'Etudes et d'Applications, Industrielles, Commerciales et Immobiliers 'Inter-Technique'.	Mechanism for converting rotary motion into reciprocating motion and vice versa, and motors, pumps and compressors.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

Aviation and Shipping

Esher delegation see Minister about aircraft noise

MR. WILLIAM RODGERS, Minister of State, Board of Trade, with special responsibility for civil aviation, on December 18, received a delegation led by Sir William Robson Brown on the problem of aircraft noise which the delegation claim is very acute in the Esher constituency area.

The Minister expressed his deep concern with the problem of aircraft noise and his sympathy with the delegation's anxieties. He assured the delegation that there was no intention of relaxing the present restriction on night flights out of Heathrow Airport.

Sir William Robson Brown said that as responsible people they appreciated and had no wish to aggravate the position of those people living nearer to Heathrow.

Both sides recognized that Heathrow Airport is here to stay and that methods of abating the noise nuisance need to be pursued vigorously.

Mr. Rodgers explained that the Esher area was particularly affected by aircraft taking off in an easterly direction, and that this amounted to 25 per cent of take-offs from Heathrow during the year. Even so, the Board of Trade lays down the air routes which aircraft must follow, and these routes were defined to cause minimum noise disturbance to those living on the ground.

Mr. Eric Sibert, County Planning Officer, Surrey County Council, entered a plea that the Board of Trade should forecast noise nuisance by areas so that planning considerations could take this factor into account. He cited the way they had been able to give planning consideration to developments around Gatwick. He put before the Minister suggestions for alterations to the existing air routes which he believed would give some considerable alleviation of nuisance in the Esher area. The delegation were given the outline of the considerations involved in re-routing aircraft and the Minister indicated the lines of the studies of air routes which the Board of Trade had been urgently pursuing since the present routes were introduced in April. The Minister took note of Mr. Sibert's suggestion about planning considerations and undertook to study his re-routing proposals. The delegation voiced their concern about aircraft re-applying climb power suddenly, with consequent increase in noise. Mr. Rodgers said he was closely aware of this problem and was actively examining it.

Sir William sought re-assurance that the advent of jumbo jets would not lead to an increase in the noise nuisance. The Minister said he was happy to say that his information was that the jumbo jet aircraft would actually be quieter. He went on to say that with the introduction of a noise certification scheme for aircraft it was the intention that the new generation of aircraft to be introduced early in the 1970s would also be quieter.

Advance orders from the United States for the new Plessey MR-12 marine radar exceeded $2 million at the end of 1968. This was disclosed by Mr. Eric Tyler, commercial and marketing executive, Plessey Electronics Group, seen here (right) with an MR-12 display unit on board the mv 'Benmar' at Newport Beach, California, and Mr. Stan Hollingsworth, vice-president and general manager of the Benmar Division of Computer Equipment Corporation, who will market the new radar throughout North America, Mexico and the Caribbean.

January 1 brought fulfilment of plans made during 1968 to close the Mercantile Marine Offices of the Board of Trade at Newcastle-upon-Tyne and Sunderland and to serve all the Tyne and Wear ports from the Board's office at South Shields. Picture shows the staff outside the office in the Market Place at South Shields. Mr. F. E. N. Anning, district superintendent for the North East District, is on the extreme right of the front row and Mr. R. Dodds, senior superintendent, in charge at South Shields, is in the centre of the back row. Mercantile Marine Office staff carry out a wide range of duties concerned with the engagement, discharge and conditions of service of merchant seamen and fishermen.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, DECEMBER 19

Investment grants

A Member asked if the President of the Board of Trade would take steps to exclude imports of foreign machine tools from the scope of his policy of investment grants. Mr. Edmund Dell, Minister of State, Board of Trade, said: 'No. Investment grants are an important means of encouraging investment in those sectors which can do most to help the balance of payments; and industry must be free to invest in the equipment best suited to its needs wherever it is made.'

Small business consultancy scheme

Answering a request to publish in the Official Report a statement of the numbers of businesses, giving the type of business and size by numbers employed, which have applied for assistance under the small business consultancy scheme, Mr. Dell said up to December 13, applications had been received from 252 businesses. The further information requested was as follows:

Type of business	
Manufacturing industry	160
of which:	
Food, drink and tobacco	14
Chemicals and allied industries	5
Clothing and footwear	14
Metal manufacture	10
Engineering and electrical goods	35
Shipbuilding and marine engineering	2
Vehicles	2
Metal goods not elsewhere specified	15
Textiles	5
Leather, leather goods and fur	1
Bricks, cutlery, glass, cement, etc.	7
Timber, furniture, etc.	22
Paper, printing and publishing	14
Other manufacturing industries	14
Construction	28
Transport and communication	5
Distributive trades	36
Insurance, banking and finance	4
Professional and scientific services	5
Miscellaneous services	14
Size of businesses by numbers employed	
25 or less employees	12
26 – 50 employees	47
51 – 100 employees	69
101 – 200 employees	46
201 – 500 employees	42
Over 500 employees	36

Trade figures

The President was asked to publish revised trade figures for November, including the value of military aircraft imported from the United States of America in the figure for imports and excluding the value of British aero-engines exported to the United States of America for installation in United States-built aircraft destined for Her Majesty's forces from the figure for exports. Mr. Dell said the overseas trade of the United Kingdom comprised all merchandise imported and exported. Consequently military aircraft imported from the United States, and British aero-engines exported to the United States for installation in these were included in published trade figures. The calculation of the visible trade balance however excluded trade in both these items.

A further request was made, in view of the exclusion of transactions relating to the purchase of United States military aircraft and missiles from calculations of the visible trade balance, and the absence of up-to-date figures in the latest edition of *Economic Trends*, to publish in the Official Report sufficient details of such transactions as would enable their effect upon the November visible trade balance to be assessed. Mr. Dell replied: 'In published trade figures imports are shown both including and excluding United States military aircraft and missiles, but the visible trade balance excludes these imports. The payments made to manufacturers for the aircraft as distinct from the value of aircraft imported are treated as debits and shown separately in the visible account of the full balance of payments; but these figures are published only for calendar quarters.'

Development areas

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, answered questions on industrial development in Scotland and Wales.

Import deposits (non-Sterling loans)

A statement on the prohibition of non-sterling loans to importers for the payment of import deposits, was made by Mr. Harold Lever, Financial Secretary to the Treasury.

FRIDAY, DECEMBER 20

Overseas investment in United Kingdom firms

In reply to an inquiry on the proportion of the published export figures accounted for by capital transactions including the acquisition of British by American enterprises, Mr. Dell said exports of goods and services were shown as credits in the current account of the balance of payments and were distinct from credits in the long-term capital account, which were the result of the acquistion by overseas residents of assets in the United Kingdom. The figures were set out in Table 2 of the Balance of Payments Pink Book. A more detailed analysis of direct investment in the United Kingdom including an anlysis by investing country, was given in the *Board of Trade Journal* of July 19, 1968.

Scotland Exhibition in South Africa

Mrs. Dunwoody told a Member that about £30,000 was expected to be spent on the Scotland exhibition to be held in Johannesburg in 1969 at the Easter Rand Show.

The 'Paraguard' rescue stretcher has been approved for use in helicopter rescue work by the Royal New Zealand Air Force. The stretcher is designed and manufactured in Britain by the G. Q. Parachute Company Limited of Woking, and marketed by The Mills Equipment Company Limited, Knaphill, Surrey, both member companies of R. F. D. Group Limited. Mills Equipment state that the RNZAF approval opens up further export potential for the Paraguard stretcher which has already proved a winner in overseas markets and is also used for industrial rescue, etc.

AVIATION AND SHIPPING

THURSDAY, DECEMBER 19

Safety at sea

Answering a Member who inquired about the regulations concerning the blocking of deck scuppers on trawlers whilst fishing in bad weather, Mr. William Rodgers, Minister of State, Board of Trade, said: 'There are no regulations on this subject. However, the code of recommended safeworking practices which is being prepared by the Board of Trade Working Group in the Safety of Fisherman on Trawlers will cover this and kindred matters.'

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2 (01-405 3422).

The National Academy of Engineering's Symposium on Engineering and Medicine, by M. D. Ashton. 3 pages. *UKSM Report No.* 68/80. During the recent NAE Autumn Meeting on Engineering and Medicine, panel discussions were held on the need for and the training of biomedical engineers. Certain specialized developments involving medical-engineering techniques were also described.

Desalination and By-Product Utilization, by M. D. Ashton. 2 pages. *UKSM Report No.* 68/81. During the 1st Connecticut Conference on Marine Science and Technology, held at Groton, Connecticut, on October 1-3, 1968, Walter W. Rinne, of the United States Office of Saline Water, discussed the possibilities of economically recovering useful by-products from sea-water desalination processes. His talk is summarized in this report.

Some Oceanographic Activities of the University of Rhode Island, by M. D. Ashton. 3 pages. *UKSM Report No.* 68/83. Some of the research projects in oceanography being carried out at the University of Rhode Island are described. They include investigations of the dumping of sediment or incinerator ash into the sea, the significance of fish sounds, and the movement of displaced lobsters.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location of Sale	Auctioneers
Jan. 7-8	**Technical equipment and miscellaneous stores**	**Regional Depot RAOC, Hereford**	**Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366.)**

Electric towing tractors; artillery and other trailers; soil stabilization train; AA cabins; generating sets; fork lift trucks; water pumps; gasolene pumps; machine tools; vices; jacks; telescopic levels; theodolites; binoculars and watches; AA equipment; blacksmiths' equipment; tool kits; tyres; batteries; chain saws; valves; mercury arc rectifiers; switchboards; reception sets; charging sets; wireless; signal, MT, aircraft and electrical spares; **nissen huts;** metal racking; sea kitbags; battledress blouses and other clothing; textiles; stacking chairs; carpets; tables and other furniture; large collection of miscellaneous stores.

Jan. 15	**Miscellaneous stores**	**TA & VR Centre, Meadowforth Road, Stirling**	**Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)**

Machine tools including grinding, welding and drilling machines; heavy duty valve refacer; portable sander and grinder, etc.; ground and workshop equipment and spares; vehicle spares; generating sets; trolleys and test rigs; small tools; parachutes and harness; fire extinguishers; electrical spares; electric cable; furniture; clothing and footwear including large quantities of blankets and ankle boots; steel, aluminium alloy and wooden boxes; wool, hessian and canvas rags and many other items of miscellaneous stores; 262 steel safes 21¾ in. by 18½ in. by 11½ in. with keys.

Jan. 21-25	**Miscellaneous stores**	**Lido Ballroom, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)**

Machine tools including centre and medium and heavy-duty lathes; portable electric drills; shapers; chain saws; tool grinders; planing and thicknessing machines; power hacksaws; grinding, shearing and woodworking machines; drilling machines, etc.; water tube boilers; multifire tubular type vertical steam boilers; concrete mixer; air compressors; motor generators; electric motors; punch card equipment; various electronic valves; telephone sets; bearings, various; used tyres; scrap metals; 765 gallons brake fluid; wooden boxes and crates; clothing, furniture and kitchenware; **118 nissen huts.**

Jan. 29	**Miscellaneous stores**	**Auctioneers Premises**	**Wolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)**

Machine tools including pedestal, vertical and radial drills; horizontal boring machines; planing and milling machines; turret, capstan and wood turning lathes; engraving machines, etc.; Ford V8 and B4 engines; radar equipment; charging sets; lifting jacks and miscellaneous motor vehicle spares; batteries; small tools; textiles; clothing and footwear; kitchenware; mixed rags; old tentage; webbing and large quantities of general stores.

Catalogues of the above sales obtainable from the relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

SOIL STABILIZATION TRAIN

A SOIL STABILIZATION TRAIN – comprising rotary hoes, Howard non-bituminous material spreader mixer (power-operated), rotary hoes, Howard diesel road construction compacting machine, rotary hoes, Platypus full tracked stabilization spreader, will be offered at the Ministry of Defence auction sale at Hereford on January 7-8, 1969. Catalogues, price 1s. 0d. (postal order only), from auctioneers, Messrs. Russell, Baldwin & Bright, 20 King Street, Hereford.

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
Jan. 7.	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

REPORTS ON SCIENCE ABROAD

—continued

Overseas Newsletter No. 9 June 1968. 10 pages. This issue covers reports from United Kingdom Scientific Counsellors abroad published between February and May 1968. (Three UKSM reports published in January which were too late for the last Newsletter are also included.)

Overseas Newsletter No. 10 October 1968. This issue covers reports from United Kingdom Scientific Counsellors abroad published between June and September 1968.

Data Communication Terminals, by H. K. Bourne. 5 pages. *UKSM Report No.* 68/65. In order that computers may be used by non-skilled and non-technical people, considerable advances are needed in the terminal equipment. Not only must it be inexpensive and easy to operate, but above all else, the needs of the user must be considered in designing this equipment.

Computers and Communications, by H. K. Bourne. 7 pages. *UKSM Report No.* 68/69. Some of the needs for communications in computer systems are discussed in this report.

Some Research Activities of the Food Canning Industry, by M. D. Ashton. 5 pages. *UKSM Report No.* 68/71. Activities of the Research Foundation of the National Canners Association are described. These include wastewater and solid waste research, investigations of the fate of pesticide residues during compositing operations and during food processing, and studies of the causes of internal can corrosion.

Some Methods of Water Current Measurement, by H. K. Bourne. 8 pages. *UKSM Report No.* 68/72. There is a need for more sophisticated methods for measuring currents in the water. Requirements for instruments and some of the methods being used are described in this report.

Some Problems in Heat Transfer, by H. K. Bourne. 7 pages. *UKSM Report No.* 68/73. Some of the outstanding problems involved in heat transfer are discussed, particularly those relating to the design of insulation for cryogenic equipment and for efficient heat exchangers.

Some Views on Computer-Assisted Instruction, by M. D. Ashton. 2 pages. *UKSM Report No.* 68/74. During a visit to the Institute for Mathematical Studies in the Social Sciences, Stanford University, Palo Alto, California in July 1968, the Director Professor P. Suppes, showed Mr. Ashton the various facilities used for the overall system. Some of his views concerning the part to be played by computers in education are briefly summarized here.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16 028	15,362	15,362	11,372	3,492	922	688	586	1.219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+ 14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+ 55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133 (a)	133	171	165	132	101	172	128	166	203	186	+104(a)	— 47	—30	+10
1967															
1st quarter	133	132	167	161	129	100	166	127	163	192	179	+ 39	— 8	— 7	+14
2nd quarter	133	133	169	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+14
3rd quarter	133	133	173	166	132	102	173	125	164	207	190	— 32	— 18	—16	—20
4th quarter	134 (a)	135	174	170	135	104	173	125	163	211	192	+ 49(a)	— 32	+ 5	+ 2
1968															
1st quarter	137 (a)	137	179	176	140	106	177	121	183	210	194	106(a)	—121	+ 7	+46
2nd quarter	134	138	180	170	130	102	174	121	168	216	190	+ 66	+ 50	+15	Nil
3rd quarter		140				103		125*	179*				+ 44*	+16*	+ 5
1968 May		139				100									
June		139				103									
July		140				102									
August		141				104									
September		139				102									
October		139*				103									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1954	1954	Jan. 31, 1956				1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—	Series shown in thousands			3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24·240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1968								543*	189*				
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	181	—175
2nd quarter	138	125	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—152
3rd quarter	138	128*	125·7	+5·6	122·1	141·6	187·4	580	182		209	196	— 80
4th quarter								533*	210*				
1968 May	140	123	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138	125	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	138	123*	125·5	+5·3	121·9	141·6	186·9	580	180		210	188	
August	139	126*	125·7	+5·7	121·8	141·6	187·5	585	179		209	199	
September	138	128*	125·8	+5·9	122·5	141·7	187·9	575	186		208	201	
October	139*	125*	126·4	+5·6	122·7*	141·8*	188·3	551	195		210	194	
November			126·7	+5·2	123·4*	141·9*	189·4	529	211		217*	207*	
December								520*	225*				

**Provisional. †Not seasonally adjusted. (a) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Vital statistics–exports, imports and the Bill of Entry Service

EVERY YEAR around six million separate consignments of goods are exported and two to three million arrive in this country. The exporter (or importer) is required by law to record each of these shipments on a form which is lodged with HM Customs and Excise, usually at the port or airport through which the goods are shipped. These documents go from the ports to the Customs Statistical Office at Southend, where the information on them is processed by computer to provide the monthly statistics of the United Kingdom's exports and imports in total and also the summarized detail published each month in the Overseas Trade Accounts; the latter are well known to economists and those engaged in market research in connection with our overseas trade.

Less well known than the Overseas Trade Accounts is the Customs Bill of Entry Service, which can provide the public with very much more information about exports and imports than is published in the Accounts. (Bill of Entry is a Customs term which goes back into history – a Bill of Entry Patent was granted to a certain Sir Abraham Dawes in 1619. To explain the term is more difficult; the export or import document which records the passage of the goods has long been known as an 'entry', and the copy of it from which statistical information is extracted as the 'bill'. The original Bill of Entry was a daily summary, prepared from the entries, of goods exported and imported, and eventually gave its name to the agency producing it.)

Each consignment of goods on the entry has to be classified by the trader or his agent to the appropriate statistical commodity heading of the Export List or of the Statistical Classification for Imported and Re-exported Goods. The entry also records the value (and in most cases the quantity) of the consignment, the port of shipment, the nationality of the carrying vessel, and the country of consignment. There are at present around 3,000 separate commodity headings for exports and the same for imports, with nearly 200 different countries of consignment and about 120 Customs ports in the United Kingdom. Fully detailed information on this basis, either for an individual month or cumulative figure for the year to date, is available to the public from the Bill of Entry Service.

As examples of the detail which can be provided by the Bill of Entry Service, exports in September 1968 of complete digital electronic computing systems (other than those designed for work with punched cards) numbered 15 and were valued at £664,368; of that total value £200,651 was exported through London Airport. Thirty digital computing systems designed to work with punched cards and valued at £979,236 were exported, and 11 of these went to France. And – a more surprising piece of information – 13 domestic electrical refrigerators were exported to Iceland in May 1968.

Apart from the more detailed information about individual headings, summaries by Divisions of the Standard International Trade Classification can also be provided. The following are examples of the types of tabulation available from the Customs Bill of Entry Service.

The Bill of Entry Service has to make a charge for information provided to the public but the charge covers only the cost of photo-copying or extracting from the master tabulation; no charge is made for producing the basic information. In 1968 there were 5,400 Bill of Entry customers, of whom 1,730 had standing orders for regular tabulations each month; the charges for these ranged from £1 10s. to £1,200 per year. In all, some 600,000 pages of statistics were supplied. Quotations for the supply of information, and further details regarding the Bill of Entry Service can be obtained from the Statistical Office (Bill of Entry Section), HM Customs and Excise, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex (Tel. Southend (0S02) 49421 Ext. 316 for Imports, Ext. 314 for Exports. Telex 99112 CUSEX Southend).

	Period covered	Frequency
Total Sea and Air Trade		
Heading/Country	Month and year to date Calendar year	Monthly Annual
Heading/Port	Month and year to date Calendar year	Monthly Annual
Country/Heading	Month and year to date Calendar year	Monthly Annual
Division/Country	Month and year to date Calendar year	Monthly Annual
Country/Division	Month and year to date Calendar year	Monthly Annual
Division/Port	Year to date Calendar year	Monthly Annual
Port/Heading	Calendar year	Annual
Air Trade only		
Division/Country	Month and year to date Calendar year	Monthly Annual
Country/Heading	3, 6, 9 and 12 months	Quarterly

The 'Statistical Classification for Imported Goods and for Re-exported Goods,' the 'Export List,' the 'Overseas Trade Accounts' and the 'Annual Statement of Trade' may be bought from HMSO or through any bookseller. The above publications are also available for reference at (i) the Statistical Office, HM Customs and Excise, Southend, (ii) the Library, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3, (iii) the Statistics and Market Intelligence Library, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or (iv) at most large reference libraries.

A specimen Bill of Entry Heading/Country return is reproduced below:

UK Exports Heading/Country
Undressed Calf Skins and Kipskins . . . Statistical Code E.21121

Country to which consigned	March 1968		January–March 1968 (Year to date)	
	Cwt.	Value £	Cwt.	Value £
Australia			4	43
Sweden	1,239	16,556	1,239	16,556
Denmark	36	142	65	471
Germany, Western	886	11,790	2,048	26,426
Netherlands	1,098	17,547	2,349	32,074
Belgium	19	315	25	421
France	144	3,058	782	12,787
Spain			212	2,120
Italy	262	3,341	732	7,335
Iran			370	2,880
Japan	167	1,957	167	1,957
USA			182	4,342
TOTAL	3,851	54,706	8,175	107,412

Note: In interpreting statistics relating to the very detailed headings of trade described in this article, it is important to be aware of the basis on which the trade statistics are compiled; this basis is described in the Notes to the monthly Overseas Trade Accounts. In particular, the trade recorded in a month relates to the monthly receipt of documents in the Customs Statistical Office and not to goods entering or leaving the country in that month; and the cumulative figures include amendments relating to entries made in previous months. The import statistics include British goods returned to this country, and also goods imported for process or incorporation with other goods and subsequent re-exportation. Monthly tabulations are now available showing for each heading in the Statistical Classification for Imported Goods the total trade to date in (1) re-imported goods and (2) goods imported for process. The process figures will normally exclude free goods.

Alphabetical list of industries for Standard Industrial Classification

THE *Alphabetical List of Industries**, prepared by the Central Statistical Office to complement the new 1968 Standard Industrial Classification, was published on December 20. It provides a detailed alphabetical index of some nine thousand different activities from 'Abrasive bonded disc manufacture' through 'Mushroom growing' and 'Shipbuilding' to 'Zoo'. From this list, businesses can tell under which heading in the Standard Industrial Classification their particular product or service should be included for statistical purposes.

Notes:

The Standard Industrial Classification defines the industrial headings under which all forms of economic activity are classified and thus provides a common basis for the presentation of industrial statistics by different departments.

The Revised 1968 edition of the Standard Industrial Classification was published on November 7. It noted that this companion volume – the Alphabetical List – would be published shortly.

* Standard Industrial Classification, Revised 1968, Alphabetical List of Industries HMSO, 12s. 6d.

Travel and tourism in the third quarter of 1968

OVERSEAS VISITORS to the United Kingdom spent £118 million in the third quarter of 1968, an increase of 19 per cent compared with the third quarter of 1967. There was a smaller increase in the first half of the year, and for the first three quarters of 1968 compared with the corresponding quarters of 1967 the increase was 14 per cent. This rate of increase was somewhat higher than has been recorded on average in recent years. While visitors from North America showed some increase in numbers and expenditure, visitors from Western Europe showed a particularly large increase compared with 1967 both in numbers and in average expenditure here.

Since expenditure in the first three quarters of the year usually accounts for about 80 per cent of expenditure in the whole year, it seems probable that 1968 as a whole will see a larger than usual increase compared with 1967.

Expenditure of overseas visitors to the United Kingdom

	£ million		
	1966	1967	1968
1st quarter	25	33	32
2nd quarter	56	58	66
3rd quarter	97	99	118
4th quarter	41	46	
Year	219	236	

The total of £216 million for the first three quarters of 1968 represents, in balance of payments statistics, credits arising from travel. It does not include, however, credits arising from fare payments by overseas visitors to British carriers; nor visitors' purchases such as cars not taken out of the country in personal baggage; nor purchases (mainly of tobacco and alcoholic drink) on United Kingdom carriers or at duty-free shops at British airports. These items added about £100 million in 1967 (of which £85 million arose in fare payments to British carriers) to the credits of £236 million arising from travel in that year.

Expenditure abroad by British residents in the third quarter of 1968 was about 6 per cent lower than in the third quarter of 1967. For the first three quarters of 1968 the decline on the corresponding quarters of 1967 was about 3 per cent. This suggests that for the year as a whole there will be a small decline as compared with 1967. There was a large decline between 1966 and 1967 following continued growth up to 1966.

A preliminary analysis of the figures shows that the fall this year in British residents' expenditure abroad – balance of payments debits – was due partly to a reduction in the numbers going abroad and partly to a slight fall in average expenditure abroad. This latter aspect was associated with a change in the relative popularity of foreign destinations in Western Europe; in 1968 the proportion visiting Spain increased significantly.

Travel expenditure covers not only visits for holidays but also visits for business purposes. For example, in 1967 about a sixth of United Kingdom residents' expenditure abroad was in connection with visits for business purposes.

The increase in international fares which followed devaluation has probably been a factor which prevented expenditure abroad rising in the face of increases in sterling costs in some countries abroad resulting from devaluation. International fares paid by United Kingdom residents, like international fares paid by overseas visitors to this country, are not included in the expenditure figures. The expenditure of United Kingdom residents abroad, however, does not exclude some minor items of spending on goods which, as explained above, are omitted from the figures of the expenditure of overseas visitors to this country.

Expenditure of United Kingdom residents abroad

	£ million		
	1966	1967	1968
1st quarter	30	27	27
2nd quarter	79	71	72
3rd quarter	152	144	136
4th quarter	36	33	
Year	297	275	

International Passenger Survey

These estimates of credits and debits in the balance of payments arising from travel are based on a provisional analysis of the results of the International Passenger Survey for the third quarter of 1968. A full detailed analysis for the year 1967 was published in the *Board of Trade Journal* of October 4, 1967. The survey is based on voluntary interviews with a stratified random sample of passengers entering and leaving this country. The estimates obtained from the survey are inevitably subject to sampling errors, and this must be borne in mind in comparing, for example, estimates for the third quarter of 1968 with those for the third quarter of 1967.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, Box 569, London, S.E.1.

Production series:

Monthly at £1 a year, post free:

Paper and Film Bags for October 1968
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Trailers for August 1968
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Internal Combustion Engines for April-June 1968
Cranes for July-September 1968

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, December 27, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Pathe Pictorial Series 729/741:					
Pathe Pictorial No. 732	Br/E 33715	8	December 27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 733	Br/E 33716	9	December 27	" "	" "
Pathe News 68-103	Br/E 33433	7	December 27	" "	" "
Pathe News 68-104	Br/E 33434	7	December 27	" "	" "
Movietone News 2063	Br/E 33381	8	December 27	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2063A	Br/E 33382	8	December 27	" "	" "
			FOREIGN		
Sergeant Ryker	F 33709	85	December 23	Rank Film Distributors Ltd.	Universal International Films Inc.
Lady in Cement	F 33710	94	December 23	Twentieth Century-Fox Film Co. Ltd.	Arcola Millfield Productions and Twentieth Century-Fox Film Corp.
Black on White	F 33711	93	December 24	Amanda Films Ltd.	Jorn Donner Productions, Helsinki.
The Boxer	F 33712	80	December 24	" "	Film Polski, Warsaw.
Dark Alleys	F 33713	93	December 24	Aphrodite Film Distributors	Dennis Cou.o.niotis, Athens.
Zita	F 33714	94	December 24	Rank Film Distributors Ltd.	La Societe Nouvelle de Cinematographie, Paris.

NOTE:
The registration of the film 'The World of the Seekers' (F 33654) registered on November 22, 1968, has been amended to a British quota film (Br/E 33654) with effect from that date.

Quarterly analysis of man-made fibre production

TOTAL PRODUCTION by weight of synthetic fibres in the third quarter of 1968 was 53 per cent more than in the same quarter of 1967; total production of viscose plus acetate fibres was 17 per cent more.

Within the total for synthetic fibres, production of continuous filament was 43 per cent more and of staple fibre 65 per cent more. Under the heading 'viscose plus acetate', production of continuous filament was 1 per cent more and of staple fibre 28 per cent more compared with the third quarter of 1967.

Quarterly averages and quarterly totals — million lb. (a)

	Continuous filament		Staple fibre		Total	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	21·9	43·6	14·6	61·8	36·5	105·4
1962	28·5	44·2	17·2	66·9	45·7	111·1
1963	35·4	47·1	22·6	74·6	58·1	121·7
1964	41·4	53·1	28·3	83·5	69·7	136·6
1965	45·0	54·1	36·6	79·8	81·6	134·0
1966	52·8	50·0	43·5	74·1	96·3	124·1
1967	59·6	50·0	47·3	81·8	107·0	131·8
1964 1st quarter	41·2	52·2	25·9	84·0	67·2	136·2
2nd quarter	40·0	53·8	26·8	82·6	66·8	136·4
3rd quarter	38·2	51·4	26·9	78·5	65·2	129·9
4th quarter	46·1	55·1	33·5	88·9	79·6	144·0
1965 1st quarter	46·8	56·1	35·1	87·8	81·9	143·9
2nd quarter	47·3	53·8	34·2	86·6	81·5	140·4
3rd quarter	42·4	51·3	36·9	68·9	79·3	120·1
4th quarter	43·5	55·3	40·1	76·2	83·6	131·4
1966 1st quarter	54·1	54·0	45·5	75·0	99·5	129·0
2nd quarter	60·0	51·6	48·3	72·5	108·3	124·1
3rd quarter	50·8	46·4	39·5	68·7	90·3	115·1
4th quarter	46·5	48·1	40·7	80·0	87·2	128·1
1967 1st quarter	58·8	47·8	48·4	82·2	107·1	130·0
2nd quarter	59·7	50·3	49·2	81·6	108·9	131·9
3rd quarter	52·7	49·1	40·0	73·3	92·7	122·4
4th quarter	67·3	52·7	51·9	90·2	119·2	142·9
1968 1st quarter	79·0	55·0	61·7	96·8	140·7	151·8
2nd quarter	79·4	55·7	67·7	95·6	147·1	151·3
3rd quarter	75·3	49·6	66·1	93·7	141·4	143·3

The heading 'Viscose + acetate' includes triacetate.

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for Ocober 1968, prepared by the Ministry of Commerce, is 144 (1963=100). This is two points higher than for September 1968 and 10 points higher than for October 1967.

The index numbers for the main industrial groups with the increase or decrease on October, 1967 shown in brackets are: textiles 172 (+21 points); clothing 119 (−), engineering and metals 125 (+8); food, drink and tobacco 112 (+5); timber and furniture 141 (+10); mineral products 132 (−1); other manufacturing industries 198 (+25); gas, electricity and water 146 (+9).

New companies registered in Northern Ireland

IN THE month of November 1968 one public company, 26 private companies and one private unlimited company with a total nominal capital of almost £336,000 were registered in Northern Ireland.

During the period January-November 1968 302 companies with a total nominal capital of almost £3,947,000 were registered compared with 278 companies with a total nominal capital of just over £1,654,000 in the same period of 1967.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice and exports, starting a new factory and similar problems. (Addresses on page 1737 of December 27 issue.)

international engineering journal of the 1970's

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Increased orders for British machine tools

BRITISH MACHINE TOOL orders continued their rising trend in October, particularly orders for the home market.

This is shown by provisional* figures published by the Ministry of Technology and follows last month's encouraging quarterly figures.

Net new home orders in the first 10 months of 1968 have already equalled the total for 1967 of £87½ million and if current trends continue should reach a year's total not far short of the record £115 million in 1965.

Export orders slow to respond to devaluation

Export net new orders show some signs of improvement with the average level for the period August to October about 15 per cent above the level of the preceding three months. A longer terms comparison is not, however, so encouraging as in the 11 months since devaluation export orders have been about 5 per cent lower than in the comparable period prior to devaluation.

Export orders on hand have moved up over the last two or three months, however, and, even at the higher rate of deliveries recorded during 1968, represent over 10 months work.

Export deliveries for the first 10 months of 1968 are estimated at £43½ million – only £2 million short of the figure for the whole of 1967 and a reflection of the increased value of orders received during 1967. The latest figures do not suggest that this increased rate of delivery is being kept up, however, with the average level for the latest three months over 5 per cent lower than in the preceding period.

Home deliveries remain low as consequence of low order book

Although the average level of home deliveries over the last three months shows no change from the preceding period the longer term comparison over the last 12 months shows a 10 per cent drop on the previous year. This decline is the direct consequence of the low level of home orders in 1967 and any increase in home deliveries can only come from a sustained increase in home orders, to bring orders on hand up from the present low level of under £60 million or only seven months work.

A revision to some figures and additional information received from late firms have produced an increase in the September delivery figures, particularly for the home market.

*The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 75 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

Table 1. Metal working machine tools orders and deliveries: Recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2) (3)	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1967 1st quarter	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter	37·9	10·9	27·0	95·9	42·6	53·3	38·9	19·2	19·7
4th quarter	39·6	11·9	27·7	91·7	42·2	49·5	35·3	11·4	23·9
1968 1st quarter	39·3	14·0	25·3	93·3	43·2	50·1	40·9	15·1	25·8
2nd quarter	34·0	11·9	22·1	96·8	44·2	52·6	37·6	13·0	24·6
3rd quarter*	37·3	13·1	24·2	98·9	94·2	54·7	39·3	13·0	26·3
4th quarter									
1967 January	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July	12·0	3·3	8·7	93·2	34·4	58·8	10·2	3·3	6·9
August	12·0	3·9	8·1	90·7	33·1	57·6	9·6	2·7	6·9
September	13·9	3·7	10·2	95·9	42·6	53·3	19·1	13·2	5·9
October	12·4	3·4	9·0	94·8	43·2	51·6	11·3	3·9	7·4
November	13·4	4·3	9·1	94·9	42·9	52·0	13·4	4·0	9·4
December	13·8	4·2	9·6	91·7	42·2	49·5	10·6	3·5	7·1
1968 January	13·3	4·0	9·3	96·1	44·7	51·4	17·8	6·6	11·2
February	11·8	4·2	7·6	95·5	43·3	52·2	11·1	2·8	8·3
March	14·2	5·8	8·4	93·3	43·2	50·1	12·0	5·7	6·3
April	10·5	3·7	6·8	94·4	42·6	51·8	11·6	3·1	8·5
May	11·9	4·3	7·6	97·5	43·6	53·9	15·0	5·3	9·7
June	11·7	4·0	7 7	96·8	44·2	52·6	11·0	4·5	6·5
July*	13·3	4·6	8·7	98·8	44·1	54·7	15·2	4·4	10·8
August*	10·9	3·6	7·3	99·1	43·8	55·3	11·2	3·3	7·9
September*	13·1	4·9	8·2	98·9	44·2	54·7	12·9	5·3	7·6
October*	12·3	4·6	7·7	104·3	46·3	58·0	17·8	6·8	11·0
November									
December									
November 1967 October- 1968*	150·1	52·1	98·0	104·3	46·3	58·0	159·6	55·3	104·3
November 1966 – October 1967	154·4	44·8	109·6	94·8	43·2	51·6	144·3	57·5	86·8
Percentage change	—3	+16	—11	+10	+7	+12	+11	—4	+20

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			New new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2) (3)	141·3	43·9	97·4	104·2	28·4	75·8	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·0	71·6	145·5	44·2	101·3
1967	155·6	45·7	109·9	90·7	41·4	49·3	145·7	58·1	87·6
1967 1st quarter	38·4	11·4	27·0	92·7	29·2	63·5	30·5	11·5	19·0
2nd quarter	38·7	11·7	27·0	93·9	32·7	61·2	40·0	15·3	24·7
3rd quarter	39·4	11·2	28·2	93·3	39·4	53·9	38·9	17·9	21·0
4th quarter	39·0	11·4	27·6	90·7	41·4	49·3	36·4	13·3	23·1
1968 1st quarter	37·2	13·0	24·2	94·1	43·4	50·7	40·6	15·1	25·5
2nd quarter	35·7	13·1	22·6	94·8	42·0	52·8	36·3	11·7	24·6
3rd quarter*	38·8	13·4	25·4	96·2	41·2	55·0	40·3	12·7	27·6
4th quarter									
1967 January	13·1	3·5	9·6	96·8	29·2	65·6	9·4	3·7	5·7
February	12·3	3·9	8·4	95·1	29·0	66·1	10·6	3·7	6·9
March	13·0	4·0	9·0	92·7	29·2	63·5	10·5	4·1	6·4
April	12·1	4·0	8·1	90·8	27·8	63·0	10·3	2·6	7·7
May	13·8	4·2	9·6	92·5	29·2	63·3	15·5	5·7	9·8
June	12·8	3·5	9·3	93·9	32·7	61·2	14·2	7·0	7·2
July	13·0	3·6	9·4	90·3	32·3	58·0	9·4	3·2	6·2
August	13·7	4·2	9·5	88·1	31·7	56·4	11·6	3·6	8·0
September	12·7	3·4	9·3	93·3	39·4	53·9	17·9	11·1	6·8
October	13·1	3·4	9·7	92·0	39·8	52·2	11·7	3·8	7·9
November	13·0	4·0	9·0	91·8	40·6	51·2	12·9	4·8	8·1
December	12·9	4·0	8·9	90·7	41·4	49·3	11·8	4·7	7·1
1968 January	13·6	4·2	9·4	93·9	43·6	50·3	16·8	6·4	10·4
February	12·0	4·1	7·9	95·3	43·4	51·9	13·4	4·0	9·4
March	11·6	4·7	6·9	94·1	43·4	50·7	10·4	4·7	5·8
April	12·0	4·4	7·6	93·4	42·0	51·4	11·3	3·0	8·3
May	11·6	4·3	7·3	96·0	42·1	53·9	14·2	4·4	9·8
June	12·0	4·3	7·7	94·8	42·0	52·8	10·9	4·3	6·6
July*	14·5	5·1	9·4	94·1	41·1	53·0	13·9	4·2	9·7
August*	12·4	3·8	8·6	95·2	41·5	53·7	13·4	4·2	9·2
September*	11·9	4·5	7·4	96·2	41·2	55·0	13·0	4·3	8·7
October*	12·8	4·6	8·2	101·5	43·0	58·5	18·2	6·4	11·8
November									
December									
Average of the latest 3 months*	12·4	4·3	8·1	101·5	43·0	58·5	14·9	5·0	9·9
Average of the previous 3 months*	12·7	4·6	8·1	96·2	41·2	55·0	13·0	4·3	8·7
Percentage change	—2	—7	N/C	+6	+4	+6	+15	+16	+14

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

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Orders, deliveries, production and re-exports in the engineering industries in October

THE MINISTRY of Technology reports that first estimates for October show that production in the mechanical and electrical engineering industries (Order VI of the Standard Industrial Classification, covered by Table 1) continued at roughly the same level as the revised figures for the third quarter keeping the average for the current three months at the same level as the preceding three months (column 1). Both mechanical and electrical engineering moved up 1 per cent during the third quarter from their average level in the second quarter, but the latter is now 6 per cent higher for the year to date than the average for 1967 whereas mechanical engineering has remained at its 1967 level.

In the wider group of engineering industries including some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3) the preliminary seasonally adjusted figures for October show total deliveries to have fallen back to their level in the first quarter of the year making the current three months 2 per cent lower than the preceding three months although the average for 1968 to date is 3 per cent above the average for

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
		1958 = 100		December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
2nd quarter	157	150	171	141	132	170	128
3rd quarter	158	151	172	141	129	177	116
1967 July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155	147	167	146	137	174	
May	156	149	169	143	134	172	
June	161	152	175	141	132	170	
July	158	150	170	141	132	171	
August	160	152	173	142	131	175	
September	158	150	172	141	129	177	
October	156*	..	..	141*	130*	177*	
Average:							
Latest 3 months shown	158	151	172				
Previous 3 months shown	158	150	171				
Percentage change (5)	Nil	+1	+1	Nil	—1	+3	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

1967. Home deliveries in the current three months also fell by 2 per cent but for this year so far are 2 per cent above the average for last year. Export deliveries have remained flat in the last two quarters but for the year as a whole are 7 per cent above their average in 1967.

Total new orders rose by 5 per cent in the latest three month period compared with the preceding period making the average for this year 6 per cent higher than the average for 1967. New home orders were only 4 per cent higher in the latest three month period but new export orders were 8 per cent better. The decline in home order books has slowed down over recent months and export order books have continued to do well. The result has been a balance between total orders and deliveries so that total orders on hand have remained steady for the last five months.

More detailed statistics of the current value of deliveries of mechanical and electrical engineering products for the third quarter of 1968 are shown in Table 4. In mechanical engineering there was a rise of 7 per cent from the third quarter of 1967, chiefly owing to substantial increases in internal combustion engines, contractors' plant, mechanical handling plant, refrigerating machinery, miscellaneous machinery and photographic instruments, although deliveries of other prime movers, rolling mills, chemical and other industrial plant were lower. In the electrical sector most of the headings contributed to an increase of 15 per cent, but the largest rises were in insulated wires and cables, telegraph and telephone apparatus, broadcast receiving equipment and gramophones, radio, radar and electronic capital goods and components thereof and domestic electrical appliances.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Orders VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment

(*Continued on next page*)

Table 2. Engineering industries (Order VI and part Order VIII) (1) Unadjusted Index numbers of the volumes of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter	142	162	158	134	156	156	168	177	164
2nd quarter	138	146	157	129	144	156	164	152	160
3rd quarter	139	150	148	127	141	146	173	174	153
1967 July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January	142	152	142	135	153	143	163	147	140
February	143	159	156	136	157	153	163	162	166
March	142	175	176	134	159	173	168	221	185
April	142	144	147	134	145	144	166	143	155
May	140	147	160	132	140	160	167	168	162
June	138	146	164	129	146	164	164	146	163
July	138	154	151	130	155	152	165	152	146
August	139	140	134	129	125	131	171	185	141
September	139	155	158	127	144	154	173	185	171
October*	139	158	154	128	155	154	175	167	153

*Provisional.
(1) See footnotes (1) and (2) to Table 3.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

ENGINEERING INDUSTRIES, *continued*

factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net orders series, and in this case the figures shown against the months in Table 3 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against September are the averages of the seasonally adjusted figures for August, September and October.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 3. Engineering industries (Order VI and part Order VIII) (1) Seasonally adjusted. Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	120	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	154	142	148	154	145	156
1967	143	144	151	137	141	152	162	155	150
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	138	151	148	134	149	151	149	156
2nd quarter	148	147	151	144	141	151	158	167	150
3rd quarter	146	146	151	140	143	153	162	162	146
4th quarter	143	146	153	137	146	155	162	146	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
2nd quarter	138	148	159	129	144	157	165	158	165
3rd quarter	138	158	159	127	149	157	173	183	165
1967 July	147	145	152	143	140	154	158	158	147
August	146	146	149	141	143	151	161	156	144
September	146	143	151	140	141	153	162	147	147
October	145	143	145	139	144	152	162	140	123
November	144	146	150	138	146	154	162	146	139
December	143	150	162	137	149	158	162	152	177
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	153	157	134	145	153	168	174	168
April	142	149	157	134	140	155	167	175	163
May	140	148	155	131	144	153	167	158	160
June	138	150	165	129	145	163	165	164	170
July	138	156	157	129	150	157	168	174	156
August	139	158	155	128	149	154	172	183	158
September	138	157	164	127	150	158	173	177	181
October*	139	..	151	127	..	151	173	..	150
Average:									
Latest 3 months	139	157	157	127	150	154	173	177	163
Previous 3 months	138	150	159	129	145	158	168	164	162
Percentage change (4)	+5	+5	—2	—1	+4	—2	+3	+8	Nil

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order VIII).
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three months centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

Table 4. Deliveries of mechanical and electrical engineering products (a)

£ million

	1965	1966	1967	1966	1967				1968		
				4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter*	2nd quarter*	3rd quarter*
Machinery other than electrical:											
Agricultural machinery (excluding tractors)	58·8	53·8	49·0	10·6	13·5	14·1	11·5	9·9	14·6	15·5	14·5
Metal-working machine tools and welding machinery	158·8	166·6	170·1	41·9	44·6	42·3	40·7	42·5	42·7	38·5	42·5
Engineer's small tools and gauges	88·2	91·7	90·1	23·4	23·6	23·3	20·6	22·5	23·9	22·8	21·4
Internal combustion engines	118·0	64·3	69·3	18·1	17·7	17·0	15·0	18·4	17·5	21·6	21·3
Other prime movers		73·3	79·0	25·5	17·0	19·3	18·7	25·1	11·1	18·1	12·9
Textile machinery and accessories	104·2	110·7	113·9	28·6	27·8	28·6	26·9	30·6	31·3	30·6	28·5
Contractors' plant and quarrying machinery	154·4	143·5	157·6	33·9	37·9	42·0	37·0	40·7	45·7	46·5	45·3
Mechanical handling equipment	118·3	132·5	130·0	35·1	32·3	32·1	31·1	34·5	32·9	33·8	35·9
Office machinery	79·6	78·7	77·4	21·9	18·8	20·9	17·3	20·4	19·6	20·4	19·5
Mining machinery	54·9	61·2	69·0	18·2	17·6	17·5	17·4	16·4	16·6	16·4	14·1
Refrigerating machinery	55·3	53·4	54·4	10·4	13·2	16·6	12·8	11·9	16·8	18·6	17·2
Space-heating, ventilating and air-conditioning equipment	71·0	78·8	77·9	20·6	18·3	18·5	20·1	21·0	19·4	19·3	22·8
Pumps and industrial valves	124·1	144·0	151·1	40·9	38·0	39·2	34·8	39·0	39·2	39·6	37·9
Air and gas compressors and exhausters	42·3	44·4	44·5	11·6	11·4	11·5	10·8	10·8	12·5	12·0	10·5
Food and drink machinery	46·7	45·5	45·6	12·7	10·9	12·3	10·7	11·8	10·5	15·1	12·6
Packaging machinery	23·7	26·8	27·9	7·4	6·6	7·1	6·1	8·0	6·9	7·5	7·3
Steel and non-ferrous metal rolling mills and ancillary equipment	24·3	26·5	28·3	6·2	7·1	5·8	7·1	8·3	6·5	2·7	2·6
Other machinery except electrical machinery	300·0	309·3	307·8	80·5	74·6	78·9	71·3	83·0	83·7	83·8	79·6
Industrial plant and fabricated steelwork:											
Water tube boilers	81·2	91·7	90·3	25·9	23·5	20·3	18·5	28·0	22·8	20·6	20·0
Shell boilers and boilerhouse plant	36·3	48·1	46·9	13·3	12·3	10·8	11·1	12·6	9·5	12·6	11·5
Chemical plant	86·4	128·3	128·1	34·2	35·7	30·6	32·4	29·4	27·4	27·2	26·3
Iron, steel and non-ferrous metal works plant other than rolling mills	34·3	36·7	32·8	12·5	12·3	9·1	8·4	6·5	6·9	6·6	7·9
Other industrial plant and fabricated steelwork	186·4	222·5	231·2	61·2	60·2	58·4	54·0	58·6	54·7	51·3	42·7
Instruments, watches and clocks:											
Photographic equipment	..	95·3	100·4	22·3	22·0	27·9	25·0	25·4	29·8	32·5	30·9
Optical instruments	..	12·7	15·6	3·7	4·1	3·8	3·5	4·3	4·0	3·6	3·6
Spectacles, etc.	..	11·7	14·8	2·8	3·7	3·8	3·3	4·0	4·3	4·1	3·6
Surgical, dental and veterinary instruments and appliances	..	15·6	16·2	3·9	4·0	4·2	3·8	4·2	4·8	4·2	4·7
Other scientific instruments and equipment	..	106·2	109·6	28·2	27·4	26·4	25·8	30·0	30·7	27·5	29·0
Watches and clocks	..	15·4	16·1	4·4	3·6	3·6	4·2	4·7	4·1	3·7	4·5
Electrical machinery:											
Generating equipment and rotating electrical machines	147·0	156·0	161·1	44·5	40·5	42·3	35·9	42·5	37·9	41·4	37·0
Transformers for lighting, heating and power	65·7	69·1	69·7	19·7	17·9	18·0	15·7	18·1	17·7	14·8	14·7
Switchgear and control gear	172·9	197·9	198·9	52·3	52·3	50·8	45·3	50·5	50·2	48·0	43·7
Other electrical machinery	26·9	31·8	33·8	7·8	8·2	8·6	8·0	9·0	10·0	8·8	8·4
Insulated wires and cables	220·5	253·7	244·1	62·9	60·4	62·3	55·6	65·8	73·1	71·2	65·9
Telegraph and telephone apparatus	..	146·9	181·5	40·2	45·3	45·3	40·7	50·1	48·7	49·7	48·7
Radio and other electronic apparatus:											
Broadcast receiving equipment and gramophones	..	134·9	132·5	38·8	30·2	27·7	30·8	43·8	44·7	47·1	39·7
Radio, radar and electronic capital goods	..	318·1	379·9	79·6	84·2	93·2	96·9	105·7	101·3	109·1	110·8
Radio and electronic components including valves	..	166·0	176·2	41·9	44·1	45·5	40·6	46·0	50·7	55·4	52·3
Other electrical goods:											
Domestic electrical appliances	152·4	151·8	153·7	45·3	34·3	33·6	36·1	49·7	46·4	40·7	44·1
Electrical equipment for motor vehicles, cycles and aircraft	85·2	91·1	88·9	21·7	24·4	22·2	19·9	23·4	25·8	25·2	23·9
Primary batteries	19·9	21·3	22·8	5·9	5·1	5·2	5·9	6·6	6·8	5·5	5·9
Secondary batteries (accumulators)	37·2	35·5	36·4	10·4	8·3	8·4	8·7	10·9	9·1	8·6	9·3
Electric lamps	32·5	34·0	35·3	8·7	8·3	8·4	8·0	10·7	10·8	9·1	10·1
Miscellaneous electrical goods	127·6	108·9	105·5	28·5	27·2	26·4	23·7	28·1	24·9	27·8	28·0
Ball and roller bearings	335·2	62·1	64·9	15·1	16·7	17·2	14·4	16·6	17·0	15·9	16·2
Components not included above and sub-contract sales		302·9	295·9	78·3	76·1	75·5	67·9	76·4	80·7	84·5	78·8
Amount charged for work done on customers' materials and repair work	88·0	101·6	100·8	26·7	25·0	25·4	25·1	25·3	30·8	29·6	27·3

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except ordnance and small arms. Excluding deliveries by the smallest firms which are estimated to be about 2 per cent of the total.
In general, spare parts are supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.
*Provisional.

Car production still on rising trend in November

THE MINISTRY of Technology have announced that in November output of cars on a seasonally-adjusted basis was only a little higher than in October, but on a longer term comparison over the last three months total car production has continued the rising trend evident since the beginning of 1967. The seasonally adjusted total for the three months September-November was 11 per cent higher than in the preceding three months with home market production showing a rise of 19 per cent and production for export a rise of two per cent.

The average rate of recorded production in the four weeks ending November 23 was 37,596 cars a week, 17 per cent more than in the corresponding period last year. This overall rise was entirely due to a rise of about 50 per cent in production for export, production for the home market showing a small fall on last year's level. In the 11 months to November, 1968, 1,638,600 cars were produced, 17 per cent more than in the 11 months January-November 1967. 716,100, or 44 per cent of the total were for export.

Recorded commercial vehicle production in the four weeks ending November 23 averaged 8,896 a week, 11 per cent more than last year. Most of the rise was in production for export, up around 25 per cent, but production for the home market also rose, by about five per cent. In the 11 months to November, 1968, 366,700 commercial vehicles were produced, five per cent more than last year.

On a seasonally-adjusted basis commercial vehicle production was higher in November than in October for both home and export markets. The seasonally-adjusted trend as shown by the three month averages shows some recovery from the lower levels at mid-year, with home market production rather more buoyant than production for export.

Table 2. Production – seasonally adjusted

Monthly Averages — thousands

	Passenger Cars			Commercial Vehicles		
	For home market	For export	Total	For home market	For export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1967	82·4	47·0	129·3	20·5	11·6	32·1
1966 1st quarter	91·5	52·4	143·9	24·1	14·6	38·7
2nd quartier	89·3	53·7	143·0	23·0	14·9	38·0
3rd quarter	85·7	51·7	137·4	22·0	15·7	37·7
4th quarter	59·7	50·7	110·3	17·7	14·1	31·8
1967 1st quarter	71·1	50·7	121·8	17·8	13·5	31·3
2nd quarter	78·7	49·3	127·9	19·5	11·7	31·2
3rd quarter	85·9	44·2	130·1	21·8	10·6	32·4
4th quarter	93·8	43·8	137·6	22·8	10·7	33·5
1968 1st quarter	83·4	60·0	143·3	21·3	12·0	33·4
2nd quarter	76·5	67·8	144·2	20·1	12·0	32·1
3rd quarter	86·7	70·0	156·7	21·8	12·3	34·1
1967 September	82·4	40·6	123·0	21·2	9·5	30·8
October	91·5	38·4	123·0	23·4	10·5	33·9
November	94·3	44·8	139·1	22·4	11·1	33·5
December	95·4	48·2	143·6	22·4	10·5	33·0
1968 January	87·2	43·6	130·8	20·0	10·2	30·2
February	80·7	60·8	141·5	20·9	12·1	33·0
March	82·2	75·5	157·7	23·1	13·9	37·0
April	78·3	63·9	142·2	20·6	12·4	33·0
May	80·1	70·2	150·3	20·3	12·0	32·3
June	71·0	69·2	140·2	19·3	11·7	31·0
July	81·9	70·2	152·1	21·1	11·6	32·8
August	85·8	63·4	149·2	21·0	13·1	34·1
September	92·4	76·2	168·7	23·3	12·0	35·3
October	97·8	62·2	159·9	21·7	12·1	33·7
November	93·3	68·6	161·9	23·4	13·8	37·2
Average of: June to Aug. 1968	79·5	67·6	147·1	20·5	12·2	32·6
Sept. to Nov. 1968	94·5	69·0	163·5	22·8	12·6	35·4
Percentage change.	+19	+2	+11	+11	+4	+9

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1968 1st quarter	13	269,925	197,630	467,555	35,966	67,055	37,221	104,276	8,021
2nd quarter	13	264,041	225,091	489,132	37,626	66,754	37,711	104,465	8,036
3rd quarter	13	214,713	170,847	385,560	29,658	56,719	31,750	88,469	6,805
1967 September	5	86,914	42,761	129,675	25,935	24,958	11,733	36,691	7,338
October	4	85,851	34,731	120,582	30,146	23,185	11,003	34,188	8,547
November	4	85,633	43,324	128,957	32,239	20,792	11,157	31,949	7,987
December	5	96,272	56,699	152,971	30,594	23,867	12,343	36,210	7,242
1968 January	4	80,547	41,470	122,017	30,504	18,685	9,254	27,939	6,985
February	4	80,167	62,901	143,068	35,767	19,941	11,731	31,672	7,918
March	5	109,211	93,259	202,470	40,494	28,429	16,236	44,665	8,933
April	4	81,243	64,085	145,328	36,332	20,210	11,400	31,610	7,903
May	4	88,868	72,950	161,818	40,455	21,493	12,275	33,768	8,442
June	5	93,930	88,056	181,986	36,397	25,051	14,036	39,087	7,817
July	4	59,255	48,896	108,151	27,038	16,287	8,948	25,235	6,309
August	4	57,327	42,343	99,670	24,918	13,235	8,108	21,343	5,336
September	5	98,131	79,608	177,739	35,548	27,197	14,694	41,891	8,378
October	4	90,289	55,676	145,965	36,491	21,299	12,559	33,858	8,465
November	4	83,520	66,862	150,382	37,596	21,825	13,758	35,583	8,896

The Patent Office — an active industrial service

by Pat Alderman, Information Division, Board of Trade

Filing a patent application, the first step towards patenting a new invention.

A section of the National Reference Library of Science and Invention on Wednesday morning—members of the public examine new patent specifications which are published on that day.

FROM STEAM ENGINE to hovercraft, from the electric lamp to colour television, the patent system has always been involved in the history of industrial progress in Britain. It was in 1769 that James Watt's 'New invented method of lessening the consumption of steam and fuel in fire engines' was enrolled in the High Court of Chancery and the age of steam began, and about 160 years later that Patent No. 347,206, 'Improvements relating to the propulsion of aircraft and other vehicles' led to the development of Whittle's jet engine. Names like Siemens, Edison, Swan, Marconi and Baird appear as inventors among the more than a million patents issued in the last 150 years. So also do many of the basic inventions which led to the development of the railway and locomotive, the automobile, iron and steel manufacture, the electric telegraph, wireless communication, television, and other activities which transformed industrial life in this country.

Encouraging inventiveness

What is a patent? The inventor of a new manufacture or process, or the person who introduces it from abroad, is granted a patent by the Crown which allows him a monopoly in the invention for the next 16 years so that he can develop and exploit his inventiveness. In return, he must describe and make public his invention. Patents for invention are the responsibility of the Patent Office of the Board of Trade, in Chancery Lane. All the various stages leading to the final grant are dealt with by the Office, which is now under the control of a single official, the Comptroller-General. How different from the complicated pre-1852 set-up described by Dickens in 'A Poor Man's Tale of a Patent', when an applicant had to visit six different offices, his application had to pass through 10 separate stages, twice requiring the Sovereign's personal signature, and fees for a patent for England alone totalled about £100. Today the application fee for a patent is £1, plus £14 when the complete specification has been filed, but the Patent Office is virtually self-supporting on the fees it receives from patentees.

The Patent Office in its present form dates back to 1852, but the granting of patents in this country includes John of Utynam's patent of 1449 for making coloured glass for the windows of Eton College. As time went on, however, the monopolies system began to be abused, and in 1624 the principle of granting monopolies for invention only had to be restored in the Statute of Monopolies, which still forms the basis of the patent system today.

Filing a patent

How is an invention patented? The first step is to provide the Patent Office with a detailed specification describing the invention. It may be a complete or a provisional specification – a provisional specification establishes the priority date of an invention and at the same time allows the inventor 12 months to develop it, after which the complete specification must be filed. The number of patent applications has gone up every year for the past few years and reached 59,290 in 1967, compared with 58,471 in 1966 – a 1.4 per cent increase and a new record. The enormous increase in the number of applications filed over the last hundred years or so is highlighted by the fact that in 1853 only 3,045 were registered.

Full details of the invention must be given in the complete specification, together with formal 'claims' setting out the exact amount of monopoly sought. The original complete specification for the hovercraft, with the simple title of 'Improvements in or relating to vehicles for travelling over land and/or water' covered five pages together with a sheet of six diagrams.

Cashing in on industrial research

The old image of the eccentric inventor staggering up the steps of the Patent Office with a brown paper parcel containing his latest brainchild has always been a pleasant and picturesque myth, but today the percentage of 'private' inventors is even smaller. The 'inventor' now is usually an employee or a team of employees of a company or organization which, after having spent a lot of time and money on a research programme, wants a return on its investment; taking out a patent is a way of making sure that a company can develop and cash in on its research work – though in an active and highly competitive industry new developments may be rapidly overtaken by further improvements. Most companies use the services of a patent agent, who is skilled in the preparation of patent applications, to make sure that their specification is prepared in the required form and to follow their application through.

The next task of the Patent Office is to find out if any parts of the invention have been anticipated and to make sure that there is a full disclosure of its details. This is obviously a specialist job and it falls to the 'examiner', a technical or scientific graduate of whom there are over 500 at present working in the Patent Office. One famous examiner employed by the Swiss Patent Office was Albert Einstein – the only paid job outside a university he ever held. The examiners are organized into subject groups – one of the chemical groups, for example, deals with 'Organic drug compounds; Alkaloids; Cyclopentanophenanthrene compounds (steroids)'. They are in at the beginning of some of the most important industrial inventions in Britain and abroad.

Effective search system

The search through past specifications to compare them with

(Continued on next page)

the invention is done by means of 'search cards', on which are pasted specifications and drawings of every invention published over the last 50 years together with a short summary. They are minutely classified by subject, the finer details being indicated by coloured steel clips on the edges. The basically simple yet highly developed clip system was started in 1904 with brass clips, yet its efficiency and ease of use are still admired by patent offices overseas. The system of preparing a short summary or 'abridgment' of the specification for easy reference is also unique to the British Patent Office.

However, difficulties in recruiting technical graduates and the growing number of applications every year have meant that specifications cannot be examined as quickly as the Patent Office would wish – it is usually about 12 months before the examiner's first report is issued. Speeding up the search procedure so that the time before a patent is granted can be reduced is one of the main preoccupations of the Patent Office at the moment, and the methods of tackling it range from international collaboration to introducing mechanical searching.

A form of mechanical searching, using 80 column punched cards, was introduced by the Patent Office about three years ago to deal with a growing range of subjects from typewriters to lasers and from woven fabrics to digital calculators. About 70 searches a week are made in this way – just over 6 per cent of the total number dealt with – and the hope is that as this develops it will provide some relief to the examiners. Computer searching is under active discussion at the moment, though it is difficult to see how the individual judgment of the examiner could be replaced.

How much monopoly?

When the search has been made, the examiner must decide whether the invention is a completely new one or, what is more likely, whether earlier specifications anticipate at least some of the claims. Thus all the monopoly claims made by the inventor may not be allowed, but in practice very few inventions are found to have no novelty at all. Any points the examiner wants to raise with the inventor can then be discussed with the applicant or his agent. Everyone hopes that things can be settled at this stage, but before the application is refused the inventor has the right to be heard by the Comptroller and can finally appeal to the Patents Appeal Tribunal.

Let us assume, however, that the examiner finally accepts the specification. It is then printed and published and the publication announced in the Official Journal (Patents). This journal itself, of which a substantial proportion of copies are sold overseas, is an essential source of information for firms intent on keeping in touch with the latest developments and discoveries and anxious to keep up with their competitors' activities. The Official Journal reports the publication of about 800 patent specifications a week, as well as information about applications for patents.

What is an 'invention'?

For three months after publication anyone interested can oppose the granting of the patent, and if a compromise is not agreed on the case will proceed to hearing in the Comptroller's Court, where a portrait of Lord Coventry, the seventeenth-century lawyer who drafted the Statute of Monopolies, looks down on the proceedings. Lord Coventry's original definition of an invention – 'a manner of new manufacture' – is still accepted today, but the precise interpretation of these words can be the subject of legal controversy. For instance, is the slaughter of an animal previously injected with a known compound of enzymes so that the meat is tenderized a new method of manufacture? No, said the Courts here at first, but in the end it was finally allowed that this was in fact a new invention – in the words of the New Zealand High Court who also pronounced on it, this was 'clearly a "manner of manufacture" as that phrase must be interpreted in relation to a modern world's ever expanding and increasing knowledge of science and technology'. However, the percentage of oppositions and applications

(Continued on page iv)

Mr. Gordon Grant, Comptroller-General of the Patent Office, discusses a point with two of his colleagues.

The public can search through the Patent Office records to see what Letters Patent are in force.

The Comptroller's Court in session.

Examining a patent specification. One of the more than 500 examiners currently employed by the Patent Office.

Sorting sealed 'Letters Patent' preparatory to sending them off to successful applicants.

An examiner has arranged the pages of detailed drawings accompanying one specification on a 'clothes-horse' so that he can check through them more easily.

Checking on a registered trade mark at the Trade Marks Registry.

Programming material for the mechanical searching system introduced about three years ago.

A Victorian 'Letters Patent' for shoes and boots showing the great seal used at that time.

Operating the mechanical searching system, which makes about 70 searches a week.

Designs for neckties are examined at the Designs Registry.

THE PATENT OFFICE, *continued*

for revocations to accepted applications is very small – 1.52 in 1967 – and the number appears to be diminishing every year. After the Comptroller's Court, there is again the right of appeal to the Patents Appeal Tribunal.

Finally, when the invention has come through all these possible hurdles the impressive 'Letters Patent' document is sealed and sent to the inventor. He now has a monopoly in the invention for 16 years, though he must be prepared to defend it at all times. However, the painstaking examination system used by the British Patent Office together with the opportunity for all interested parties to put their case means that only a very small proportion of patents granted are subsequently upset. The number of patents sealed increases every year – 38,999 in 1967 compared with 1,400 in 1852. (*The Board of Trade Journal* regularly publishes a list of patents endorsed 'Licences of Right'.)

The sort of inventions arising in a particular period show how a spate of new ideas can be triggered off by a national disaster, a new change of regulation or a new discovery or opportunity. Thus in the late 1950's there was a wave of inventions relating to the silencing of jet propulsion engines, machine recognition of typewritten characters for input to computers, car safety harness and automatically operated 10-pin bowling alleys. The early 1960's saw a preoccupation with masers, 'Wankel engines', pay-as-you-view television systems, micro-wave ovens, heart-lung machines and additives to cigarette filters to combat lung cancer risks.

Looking ahead

As world trade has increased, the proportion of applications from overseas inventors who want to patent their inventions in Britain has also risen – in fact, this increased international activity is the main cause of the yearly increase in applications. Among the many international discussions in which the Patent Office has been taking a prominent part recently, one of the biggest steps forward has been the working out of a Patent Co-operation Treaty by the United International Bureaux for the Protection of Intellectual Property (BIRPI). This is intended to reduce the work load in patent offices all over the world by sharing the main work of examining those applications requiring protection in several countries between a comparatively small number of examining offices and the International Patent Institute of The Hague. Under the Treaty an applicant can apply to his national office which can then register the application with BIRPI and get a search made by one of a few searching authorities to be established under the Treaty. The application, with the search result, is then sent to each of the national offices where the applicant requires a patent. An important consideration is that the applicant does not need to pay fees to the national offices until he is in possession of the search result, and thus has an idea whether it is worth the expense of proceeding. A second and optional part of the Treaty provides for preliminary international examination.

Clearly the implementation of this Treaty could mean a substantial reduction of the duplication of work in several countries, and it is considered that its adoption represents the best hope for retaining the system of patent examination, which is in danger of collapsing in the individual countries under the weight of work. It also offers to countries who have neither the financial or manpower resources for examination the prospect of granting valid patents within their territory. The final form of the Treaty is to be discussed in Geneva in December, and it is hoped that it will be signed at a diplomatic conference in 1971.

On the national front a fundamental examination of the British patent system and patent law which could result in far-reaching changes is at present being made by a Departmental Committee set up by the Board of Trade under the chairmanship of Mr. Maurice Banks. The Banks Committee is busy taking oral evidence at the moment and is expected to make its recommendations in the middle of next year.

All these changes in progress emphasize the determination of the Patent Office to keep in step with the increasingly complex demands of industry and technology. But the services offered by the Patent Office are not confined to the patenting of new inventions – it also deals with the registration of trade marks and industrial designs.

Trade marks*

There is no compulsory registration of trade marks in the United Kingdom, but anybody claiming to be the proprietor of a trade mark used here may apply to have it registered on the statutory register. This is a public record of all live registered trade marks, and registration gives the owner an exclusive right to use the mark. Over 900,000 applications for registration have been received since the Registry first opened in 1876, and there are now about a quarter of a million live registrations. Many early marks, including famous brands, are still on the Register as registrations can be renewed indefinitely.

Because of the monopoly a registered trade mark gives the owner, registration qualifications are fairly stringent. Distinctiveness is the main requirement, and its novelty must also be checked against marks already on the Register. The Patent Office provides a public search room so that applicants can quickly check for themselves whether their proposed mark has been anticipated. All accepted trade marks are advertised in the *Trade Marks Journal*.

The Patent Office deals with about 15,000 applications a year for trade marks – the most popular groups in 1967 covered pharmaceuticals and scientific instruments and apparatus.

Protecting industrial designs

The Designs Registry, concerned with the protection of industrial designs, is also an integral part of the Patent Office in London, though a branch at Manchester deals with designs for textile articles. As the design must be an original one to be registered, the Designs Registry has to make a search through registered and previously published designs to see if it has been anticipated. Registration gives the designer a monopoly to use the design. In 1967 8,299 design applications were received and 6,792 designs registered.

Also housed in the Patent Office is the Board of Trade's Industrial Property Department, which deals with all the general responsibilities of the Board in connection with industrial property and copyright.

Free library service

Those concerned with patenting, whether patentee or as one opposing a patent, generally need ready access to published literature which may contain information relevant to the subject of the patent. Such access is provided by the Holborn Division of the National Reference Library of Science and Invention, which is open to the public without any membership or other restrictions. In 1967 145,000 visits were made by people taking advantage of the free access to a storehouse of scientific and technical information for industry as well as a unique collection of patent literature. Though situated in the Patent Office Building, the Library is a part of the British Museum; it contains some 10 million United Kingdom, Commonwealth and foreign patent specifications and over 300,000 volumes of textbooks and periodicals. There is every opportunity and aid for readers to find the latest scientific and technological information, including a speedy and economic service for providing photocopies by post or on the spot. Scientific and technical literature not held by the Holborn Division is likely to be available at the Library's other Division, recently opened in Bayswater.

Working with industry

The Patent Office occupies a central position in the story of Britain's industrial development and has developed its range of services to become one of the most direct and fruitful contacts between Government and industry. It is determined to continue to adapt itself to the increasingly complex demands of an advancing technology.

* An article on 'Trade marks – a guide to exporters' was published in the February 9, 1968, issue of the *Board of Trade Journal*.

All photographs by Central Office of Information.

The address of the Patent Office is 25 Southampton Buildings, London, W.C.2.

Exhibitions and Fairs

BoT to build special structure at 2nd Asian International Trade Fair

THE Second Asian International Trade Fair will take place in Tehran from October 5 to 24. This Fair, organized by the Government of Iran, will be on an even bigger scale than the first Fair which was held in Bangkok from November 17-December 10, 1966. With an area of 1.3 million square metres, it will be among one of the biggest trade fairs in the world.

The Board of Trade are organizing a British Pavilion, for which a special structure of 35,000 square feet will be built, and around which will be an outside exhibition area of about 15,000 sq. feet. The total of about 50,000 sq. feet (5,000 sq. metres) is the maximum available for any one nation.

This is one of the Board of Trade's biggest efforts in the 1969 trade fair's programme.

Mr. Hugh Hammond, formerly of the Board of Trade, is the United Nations adviser to the Fair.

The London Chamber of Commerce mission to Iran recently visited the 1.3 million square metre site of the Asian Trade Fair in Tehran. From right to left are Mr. W. E. Rose, leader of the mission; Mr. F. E. Osborne, secretary of the mission; Mr. R. H. C. Hammond, United Nations adviser, and Mr. A. Rais, director-general of the Asian Fair.

Guide to British Week Tokyo

THE SECOND edition of the Guide produced by BNEC Asia for the British Week in Tokyo (September 26 to October 5) has been published. It gives essential information to manufacturers about agents, advertising, travel and accommodation and the product groups from which firms not familiar with the market can obtain information about business opportunities in Japan, as well as about the British Week.

Although 1,700 manufacturers are expected to take part in the Week, there are still 600 which have not yet decided their agency arrangements. Mr. Michael Montague, chairman of BNEC Asia, said recently: 'Time is of the essence in the appointment of proper representation in Tokyo if manufacturers are to get volume distribution for the British Week. A minimum of six months is necessary to get the machinery working and I trust that this final stimulant will be sufficient'.

Copies of Guide No. 2 to British Week Tokyo from British National Export Council, 6-14 Dean Farrar Street, London, SW1.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of December 20 issue.

'Search and Rescue at Sea' on BoT/Coastguard Boat Show stand

'SEARCH AND RESCUE AT SEA' is the theme of the Board of Trade/HM Coastguard stand at the International Boat Show, Earls Court, January 1-11. The Stand (K.9) features the varied work of the Coastguard Service in relation to marine safety.

The main exhibit, prepared by Exhibitions Division, Central Office of Information, is a prototype of a new-style Coastguard District Headquarters Operations Room Lookout incorporating up-to-date equipment. Coastguards will be on duty for the duration of the Show to answer visitors' questions.

An area has been set aside for the projection of cartoon safety films; this year there will be a chance to see the latest subjects, 'Sir Walter' and 'Joe and Petunia', produced by the Central Office of Information and the Board's Information Division. Buoyancy aids and safety equipment recommended for pleasure craft under 45 feet in length will also be on show.

Survey of HM Coastguard's life-saving activities

A total of 2,398 rescue operations was recorded by HM Coastguard during the year ended September 30, 1968, and these resulted in 2,656 persons being saved. Coastguard rescue companies were called out to give assistance on 622 occasions: the following table shows the number and type of incidents handled by each Division during the year.

Division	Cargo	Fishing	Sail	Motor	Small Craft	Warning Off	Medico	False Alarm	Cliff Rescue	Cut off by tide	Bathers	Aircraft	Total Incidents
North Scotland	9	50	4	6	4	9	8	20	5	2	2	3	122
East Scotland	1	16	16	3	12	8	—	16	17	2	5	—	96
North Eastern	11	92	15	15	19	7	9	32	16	18	8	—	242
Eastern	13	35	80	49	44	—	29	62	1	10	27	1	351
South Eastern	21	28	162	85	104	20	14	102	22	8	15	5	586
Southern	9	9	54	40	35	3	2	50	74	19	24	3	322
South Western	2	13	24	22	22	2	7	22	64	13	33	1	225
Cambrian	10	19	49	40	58	6	14	51	28	11	11	4	301
North Western	13	23	10	10	17	—	3	18	1	3	2	1	101
Northern Ireland	8	6	6	9	2	1	6	8	3	2	—	1	52
	97	291	420	279	317	56	92	381	231	88	127	19	2,398

Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (published on November 1, 1968)

The next full supplement will be published on March 7.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named. (Tel. 01-222 7877 except where otherwise shown.) Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

AMENDMENTS - 1969

Tokyo: 8TH TOKYO INTERNATIONAL TRADE FAIR - April 17-May 6, 1969
This entry should be amended to read:
A joint venture with the London Chamber of Commerce,

Hanover: HANOVER FAIR - April 26-May 4, 1969
This entry should be amended to read:
Official information office and joint ventures with:
(i) British Electrical and Allied Manufacturers' Association
(ii) Electric Light Fittings Association
(iii) British Pottery Manufacturers' Federation
(iv) Business Equipment Trade Association
(v) British Compressed Air Society
(vi) Association of Hydraulic Equipment Manufacturers
(vii) Machine Tool Trades Association
(viii) British Stationery and Office Equipment Association
(ix) British Jewellers' Association.

Lille: INTERNATIONAL TRADE FAIR - May 8-19, 1969
This entry should be amended to read:
A possible joint venture with the London Chamber of Commerce.

Auckland: INTERNATIONAL TRADE FAIR - August 20-September 6, 1969
This entry should be amended to read:
A British Pavilion organized by the Board of Trade.

Vienna: INTERNATIONAL AUTUMN TRADE FAIR - September 1969
The dates should be amended to read: September 7-14, 1969,

Plovdiv: 25TH INTERNATIONAL FAIR - September 1969
The dates should be amended to read: September 21-30, 1969,

Sydney: INTERNATIONAL TRADE FAIR - October 16-25, 1969
This entry should be amended to read:
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber,

ADDITIONS - 1969

Padua: INTERNATIONAL SAMPLES FAIR - May 1969
Official Information Stand.
(Miss F. King, Ext. 2782)

Zagreb: INTERNATIONAL AUTUMN TRADE FAIR - September 11-21, 1969
Probable British Pavilion.
(Mr. B. L. Banks, Ext. 3558)

(b) SPECIALIZED

DELETE - 1969

Gothenburg: SCANDINAVIAN LIGHTING FAIR - January 22-26, 1969

Cleveland: ANALYTICAL CHEMISTRY AND APPLIED SPECTROSCOPY SHOW - March 2-7, 1969

Zagreb: 14TH INTERATIONAL EXHIBITION OF MEASURING AND CONTROL TECHNIQUES AND AUTOMATION 'JUREMA' - April 19-27, 1969

Chicago: INDEPENDENT PET INDUSTRY TRADE SHOW - June 8-10, 1969

Zilina: INTERNATIONAL SYMPOSIUM AND EXHIBITION OF FINISHING TOOLS AND SMALL ITEMS OF MECHANIZATION IN THE BUILDING INDUSTRY 'SYMPOMECH' - July 1-4, 1969

Johannesburg: CHEMICAL INDUSTRIES EXHIBITION - July 21-26, 1969

New York: NATIONAL TRADE SHOW OF PET INDUSTRY - September 1969

Johannesburg: CHEMICAL ENGINEERING EXHIBITION - October 13-18, 1969

AMENDMENTS - 1969

Montreal: INTERNATIONAL MENSWEAR EXHIBITION - January 27-30, 1969
The title of the exhibition should be amended to:
Display of British Menswear.

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS - March 23-26, 1969
The dates of this event should be amended to read: March 16-19, 1969.
This fair appears in two sections of the supplement. It should be deleted from the Sportswear section.

New York: NATIONAL SHOE FAIR - March 22-26, 1969
This entry should be amended to read:
A joint venture with the British Footwear Manufacturers' Federation.

Chicago: AMERICAN NATIONAL PACKAGING EXPOSITION - April 14-17, 1969
This entry should be amended to read:
A joint venture with the Institute of Packaging.

Zagreb: INTERNATIONAL EXHIBITION OF TOURIST, CATERING AND SHOP EQUIPMENT (TU-EX) - April 19-27, 1969
This entry should be amended to read:
A joint venture with the London Chamber of Commerce.

Zagreb: SPRING FAIR - 5TH INTERNATIONAL EXHIBITION - MEDICINE AND MEDICAL - April 19-27, 1969
This entry should be amended to read:
A joint venture with the British Surgical Export Group.

Paris: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May 29-June 8, 1969
The details for this event should read:
A joint venture with the Society of British Aerospace Companies. Firms interested in participation should contact the Society.

Santarem: INTERNATIONAL RIBATEJO AGRICULTURAL FAIR – May/June 1969
The dates of this event should be amended to read: June 1-14, 1969.

Melbourne: THE THIRD INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 23-27, 1969
This entry should be amended to read:
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.

Stockholm: GOLVEX '69
The dates should be amended to read: September 4-7, 1969.

Moscow: FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUU '69) – September 10-24, 1969
The dates of this event should be amended to read: September 24-October 8, 1969.

Tokyo: SCIENCE MUSEUM SHOWS AT THE TIME OF THE TOKYO BRITISH WEEK – September 26-October 5, 1969
This entry should be amended to read:
(a) Joint venture with the Society of British Aerospace Companies.
(b) Joint venture with the Scientific Instrument Manufacturers' Association.

Malmo: 4TH INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA IV)
The date should be amended to read: October 1-4, 1969.

Stockholm: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION (OFFICE '69) – October 23-30, 1969
This entry should read:
A possible joint venture with the Business Equipment Trade Association. Firms interested in participation should contact the Association.

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 7-10, 1969
The dates of this event should be amended to read: December 8-10, 1969.

ADDITIONS – 1969

Montreal: INTERNATIONAL MOTOR SHOW – January 17-26, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Miss G. Adams, Ext. 2788)

Washington: SYMPOSIUM OF METEOROLOGICAL OBSERVATIONS AND INSTRUMENTATION – February 10-14, 1969
A probable joint venture with the London Chamber of Commerce.
(Miss G. Adams, Ext. 2788)

Miami: INTERNATIONAL BOAT SHOW – February 21-26, 1969
A probable joint venture with the Federation of Sussex Industries.
(Mrs. G. Adams, Ext. 2788)

New York: PET INDUSTRY'S SHOW MART – March 4-6, 1969
A joint venture with the British Pet Trade Fair Founders Club.
(Miss J. M. Coker, Ext. 2624)

Zagreb: 5TH INTERNATIONAL MECHANICAL HANDLING EXHIBITION – April 19-27, 1969
A joint venture with the London Chamber of Commerce.
(Mr. B. L. Banks, Ext. 3558)

Stockholm: PROTECTION '69 – April 21-26, 1969
A probable joint venture with the London Chamber of Commerce.
(Mr. R. J. Ager, Ext. 2783)

Milan: SCIENTIFIC AND TECHNOLOGICAL HOSPITAL INSTRUMENT FAIR – June 1969
A possible joint venture with the appropriate trade associations
(Miss F. King, Ext. 2782)

Dublin: BRITISH VETERINARY ASSOCIATION CONGRESS AND EXHIBITION – Sepember 1-4, 1969
A possible joint venture with the British Veterinary Association. Firms interested in participation should contact the Association.
(Mr. T. E. Kerfoot, Ext. 3071)

Munich: INTERNATIONAL EXHIBITION OF SEWAGE ENGINEERING (IFAT) – September 6-13, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Cologne: INTERNATIONAL EXHIBITION FOR ORGANIZATION AND TECHNIQUE IN OFFICE AND WORKS (ORGATECHNIK) – September 7-10, 1969
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mr. S. Bickel, Ext. 2011)

Dublin: WORLD CONGRESS OF THE INTERNATIONAL SOCIETY FOR THE REHABILITION OF THE DISABLED – September 14-19, 1969
A possible joint venture with the British Surgical Export Group.
(Mr. T. E. Kerfoot, Ext. 3071)

Copenhagen: FASHION FAIR – September 21-24, 1969
A possible joint venture with the Clothing Export Council.
(Mr. A. G. Pearson, Ext. 2398)

Santa Cruz (Bolivia): AGRICULTURAL, ANIMAL, INDUSTRIAL AND COMMERCIAL EXHIBITION – September/October 1969
Possible Official Information Stand.
(Mrs. I. M. Janzen, Ext. 2489)

Paris: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October 9-20, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(R. J. Ager, Ext. 2783)

Bologna: INTERNATIONAL BUILDING INDUSTRIALIZATION EXHIBITION – October 1969
Possible joint ventures with the appropriate trade associations.
(Miss F. King, Ext. 2782)

Turin: INTERNATIONAL MOTOR SHOW – October 1969
Possible joint venture with the Society of Motor Manufacturers and Traders LItd.
(Miss F. King, Ext. 2782)

Vienna: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT – November 1969
A possible joint venture with The British Surgical Export Group.
(Miss F. King, Ext. 2782)

Caracas: PROPOSED BRITISH ENGINEERING WEEK – November 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 2489)

(c) BRITISH WEEKS and STORE PROMOTIONS

AMENDMENTS – 1969

Gerresheimer, West Germany: DEUTSCHE SUPERMARKET-HANDELS GMBH – January 1969
This entry should be amended to read:

Erkrath-Unterbach, West Germany:
Latest advice is that the promotion has been postponed for about three weeks.

Hong Kong: WING ON DEPARTMENT STORE – February 20-27, 1969
This date has been amended to read March 15-22, 1969.

Vienna: MAJOR BRITISH WEEK
(Please amend Mr. Guenebault's telephone number to read 01-248 5757, Ext. 7245)

(*Continued on page* 31)

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STATINDEX '69

STATIONERY INDUSTRY EXHIBITION

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IMPORT DIVISION	Broken House, Long Lane, Stanwell, Middlesex.	Ashford (Middlesex) 51133
BIRMINGHAM	Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Glasgow Airport, Abbotsinch, Paisley.	041-887 2181
IPSWICH	32 Queens Street, Ipswich.	0473-54467
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Yorkshire.	09737-3121
LEICESTER	11 De Montford Street, Leicester.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, 3.	051-235 7917
LIVERPOOL AIRPORT	Room 13, Hangar 2, Liverpool Airport, Speke, 24.	051-427 7329
MANCHESTER	Rooms 261/265 Corn Exchange Building, Fennel Street, Manchester, 4.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Building No. 10, Manchester Airport, Wythenshawe, Manchester, 22.	061-437 5956
NEWCASTLE-UPON-TYNE	"D" Floor, Milburn House, Dean Street, Newcastle-upon-Tyne.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle Airport, Newcastle-upon-Tyne, 3.	0632-869966
NEWPORT	33 Charles Street, Newport, Monmouth.	0633-58058
PRESTWICK	Cargo Building, Prestwick Airport, Ayrshire.	0292-79275
SOUTHAMPTON	18 Queens Terrace, Southampton	0703-23731

With associate offices in Paris, Montreal, New York and Toronto.

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Freiburg, West Germany: GOTTLIEB GMBH
The dates of this promotion thave been changed to April 17-30, 1969.

ADDITIONS – 1969

Linz: KLEIDERHAUS GLOBUS – March 3-12, 1969
This store, the second largest in Linz, Austria, will hold a promotion of British fashion-wear and clothing for men, women and children.
(Mr. A. E. H. Sammons, 01-248 5757, Ext. 7104)

Monchengladbach, West Germany: VEMA VERBRAUCHERMARKT TRAGER KG – March 27-April 5.
Offers of new lines from British food exporters are required by VEMA for this promotion in DM, delivered into store or c.i.f. German port. They should be addressed to Herr Juergen Träger, Vema, 405 Monchengladbach Waldnielerstrasse 261.
(Mr. P. Holmes, 01-242 5757, Ext. 7243)

Switzerland: RHEINBRUCKE SA – April 10, 1969
This large group of stores with headquarters in Basle will hold a major sales promotion throughout Switzerland commencing April 10, 1969 and lasting five or six weeks entitled 'EFTA – Market without frontiers'. Large quantities of British quality products will be featured including fashions and cosmetics. The London buying house is The Meyer Emporium, Melbourne House, 8/12 Brook Street, London, W.1 (Tel. 01-499 1543).
(Mr. A. H. Sammons, 01-248 5757, Ext. 7104)

Metzingen, West Germany: 'FUR SIE' VOIGT KG GROSSMARKT – April 28-May 3, 1969
This store hopes to feature a wide range of British confectionery, foodstuffs, beverages, cosmetics, luxury goods, medium priced men's, women's and children's outerwear and household goods. Offers with prices quoted in DM valid free-into-store Metzingen are invited to 7418 Metzingen near Reutlingen, Robert-Koch-Weg 3.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Luneberg, West Germany: BRITISH SHOPPING WEEK – May 10-18, 1969
Thirty-three retail establishments will support this event. A list of participating shops may be had from Mr. H. S. L. Tottenham, BNEC/ECE, 6 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Vechta, West Germany: MINOR BRITISH WEEK – June 14-21, 1969
Preliminary notice is given of a minor Week at Vechta. At the time of going to press about 30 shops had indicated interest. Further information may be obtained from the Commercial Section, British Consulate-General (3) Hannover, Am Aegidienterplatz. 1.
(Mr. P. Holmes, 01-242 5757, Ext. 7243)

Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Fairs Branch, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extensions:

Eastern Europe, including East Germany	3558
Cologne, Düsseldorf, Offenback, Weisbaden	2569
Other towns in West Germany	3557
Austria, Italy, Portugal	3072
France (Paris only), Sweden	2783
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	2398
Malta, Netherlands, Switzerland, Spain Irish Republic	3072
United States, Canada	2788
United Kingdom	3008
The rest of the world	2496

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Delete – 1969

COPENHAGEN: INTERNATIONAL FAIR FOR KNITWEAR AND UNDERWEAR – February 2-5

OSLO: TEENAGE FAIR – April 17-27

COLOGNE: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION (BURO) – September 1-4

Amendments – 1969

MALMO: SWEDISH CARAVAN EXHIBITION – January 11-19
The information should be amended to read Apply, Utställningstjanst AB, Box 7040, 103 81 Stockholm (Tel. 08/11 68 20).

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March
The date should be amended to read March 9-17.

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April-May
The date should be amended to read April 10-23.

FOGGIA: AGRICULTURAL FAIR – April-May
The date should be amended to read April 30-May 8.

NAXXAR: MALTA TRADE FAIR – July
The date of this event should be amended to read June 1-15.

STOCKHOLM: ST. ERIK'S FAIR
The date should be amended to read September 3-14.

STOCKHOLM: CARPET EXHIBITION (GOLVEX '69)
The date should be amended to read September 4-7.

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 7-4
The date should be amended to read September 7-14.

PLOVDIV: XXV INTERNATIONAL FAIR – September 21-October 5
The dates of this event should be amended to read September 21-30.

HAMBURG: INTERNATIONAL CONTAINER EXHIBITION – October 21-26
The title of this event should be amended to read

HAMBURG: INTERNATIONAL CONTAINER AND COMBINED TRANSPORT EXHIBITION – October 21-26

VIENNA: LADIES' FASHION SHOW – November
The date should be amended to read October 19-22.

Additions – 1969

PARIS: 2ND INTERNATIONAL AUDIO-VISUAL EXHIBITION AND 1ST INTERNATIONAL FESTIVAL OF AUDIO-VISUAL MEANS OF EXPRESSION – February 25-28
Apply, CIDAV, 7, Avenue George-V, Paris 8e.

CANNES: INTERNATIONAL AWARD FOR TOWN PLANNING AND ARCHITECTURE – March 10-16
Apply, Construction et Humanisme, Tour Nobel, 3 Avenue du General de Gaulle, 92 Puteaux.

BELGRADE: XIII INTERNATIONAL TECHNICAL FAIR – May 17-25
* Apply, Belgrade Fair Authority, Bulevar Vojvode, Misica No. 14, Belgrade, Yugoslavia.

DUBLIN: BRITISH VETERINARY ASSOCIATION CONGRESS AND EXHIBITION – September 1-4
Apply, British Veterinary Association, 7 Mansfield Street, London, W.1 (Tel. 01-636 6541/4).

COLOGNE: INTERNATIONAL EXHIBITION FOR ORGANIZATION AND TECHNIQUE IN OFFICE AND WORKS (ORGATECHNIK) – September 7-10
Apply, H. E. Melsom, Esq., MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

Amendment – 1970

NAXXAR: MALTA TRADE FAIR – July
The date of this event should be amended to read June 1-15.

Addition – 1970

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March
* The date should be amended to read March 7-16.

Addition – 1971

NAXXAR: MALTA TRADE FAIR – June 1-15
* Apply, General Retailers Union, 87, Old Mint Street, Valletta, Malta.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendment – 1969

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS
The date should be amended to read March 16-19.

(Continued on next page)

Additions – 1969

WASHINGTON: SYMPOSIUM ON METEROLOGICAL OBSERVATION AND INSTRUMENTATION – February 10-14.
Apply, American Meterological Society, 45 Beacon Street, Boston, Mass. 02108.

NEW YORK: PET INDUSTRY'S SHOW MART – March 4-6
Apply, Mrs. Jay Winter, 431 Jauncey Street, Brooklyn, New York 11233.

OSAKA: JAPAN NEW PACK – April 22-26
Apply, The Hoso Times, The New Packaging, c/o Nihon Hoso Times Co. Ltd., 4-7-6 Lidabashi, Chiyoda-ku, Tokyo, Japan.

HOBART: HOBART TRADE FAIR – August 1-9
Apply, Thomson Exhibition Promotions Pty. Ltd., PO Box 2016 S, Melbourne, Victoria 3001.

ATLANTA: BOBBIN SHOW (NEEDLE TRADES MANAGEMENT EXPOSITION) – September 17-20
* Apply, R. Segal, Esq., PO Box 1354, Columbia, South Carolina.

SANTA CRUZ (BOLIVIA): AGRICULTURAL, ANIMAL INDUSTRIAL AND COMMERCIAL EXHIBITION – September-October
Apply, Chamber of Agriculture and Stock Raising, Chamber of Commerce and Industry of Santa Cruz.

MIAMI: SCREEN PRINTING ASSOCIATION (SPA) – October 9-12
* Apply, C. D. Soresi, Esq., Screen Printing Association, 1145, 19th Street, NW Washington DC 20076.

NAGOYA: THE 17TH NAGOYA WOODWORKING MACHINERY AND EQUIPMENT FAIR – October 19-26
Apply, Chubu Woodworking Machinery Manufacturers Association, 5-36 Iwai-Dori, Naka-ku, Nagoya, Japan.

TORONTO: NATIONAL INTERIOR DESIGN SHOW – November 3-5
* Apply, R. M. Gowdy, Esq., National Interior Design Show, 450 Alliance Ave., Toronto 9, Ontario.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Delete – 1969

LONDON: INTERNATIONAL ELECTRONIC PRODUCTION EQUIPMENT EXHIBITION – ELPEX – March 10-14
This event has been cancelled.

Amendment – 1969

HARROGATE: THE MAJESTIC EXHIBITION OF FINE LIGHTING – July 20-25
The organizers address should be amended to read Sardinia House, 52 Lincolns Inn Fields, London, W.C.2 (Tel. 01-405 9292).

LONDON: BUSINESS EFFICIENCY EXHIBITION
The dates of this event should be amended to read September 29-October 8.

GLASGOW: SCOTTISH MOTOR SHOW – November
The dates of this event are November 7-15.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, North rn Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE.)
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS.)

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR.)

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021 643 8221. TELEX 33702, Answer Back – BOT BHAM.)

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

London and South Eastern Region
Greater London Council administrative area: Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Goucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214, Answer Back – BOT BRISTOL.)

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267, Answer Back – BOT CARDIFF.)
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW.)
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867.)

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast, BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. TELEX 74578, Answer Back – GOVNI BELFAST.)

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Japanese trade agreement

NEGOTIATIONS HAVE BEEN concluded with the Japanese Government for increased opportunities for mutual trade in goods subject to quota restriction on import into Japan and goods for import into the United Kingdom which are subject to export control by Japan, under the arrangements made at the time of the signature of the Commercial Treaty in 1962.

Certain items in which trade is small are to be removed from the list of goods covered by the Japanese export controls and increased quotas have been established for items remaining subject to these controls.

Products exported to Japan for which increased opportunities will be available include chocolate confectionery, biscuits, whisky, leather, wool, cloth and footwear.

The arrangements now made will cover trade in both directions for the period to the end of 1969. Details of the new arrangements are being communicated to the trades concerned. Discussions will start in April regarding the arrangements to apply after 1969.

The Board of Trade's objective in the talks was to secure for British exporters increased opportunities to expand their exports to the important and rapidly growing Japanese market. The Board is confident that the conclusions which have been reached and the undertaking to embark on further negotiations early this year will provide a new stimulus to our export drive in Japan of which the high point will be British Week Tokyo at the end of September.

The following are among the items which will cease to be subject to export control by Japan: rubber thread, silk fabrics, man-made fibre yarn (put up for retail sale) chenille yarn, tulle, certain knitted or crocheted items and certain garments of silk or man-made fibres. A detailed list of these items and those subject to increased quotas will be published in the next issue of the *Board of Trade Journal*.

Notes:

Anglo-Japanese Trade is governed by the Anglo-Japanese trade treaty of 1962. Since the treaty was signed the trade between the two countries has been progressively freed from restrictions and only a few items now remain subject to control.

The voluntary export controls maintained by Japan under arrangements agreed in 1962 now cover textiles and pottery only. Except in the case of cotton textiles these restrictions on imports into the United Kingdom from Japan are discriminatory in that there are no comparable restrictions on imports into the United Kingdom from any other countries except those in Eastern Europe and China. The remaining restrictions on British imports into Japan are non-discriminatory.

Since the treaty came into effect Anglo-Japanese trade has increased as follows:

	1962	1963	1964	1965	1966	1967
	£ million					
UK imports from Japan .	54·0	54·1	74·6	78·1	77·2	91·2
UK exports to Japan (including re-exports) .	46·0	52·7	60·4	52·9	68·6	87·4

The Japanese economy is one of the fastest growing in the world today. In recent years the Japanese GNP has grown at the following rates:

1964 + 17.6 per cent
1965 + 9.8 per cent
1966 + 15.0 per cent
1967 + 18.6 per cent

This year it will overtake the Federal Republic of Germany to become the third largest in the world surpassed only by the United States and the USSR. Its importance as an export market for British goods cannot be over-emphasized.

The visible trade balance which is normally in Japan's favour is offset to some extent by a considerable invisible item which is normally in Britain's favour.

Bulgaria and Yugoslavia

HM EMBASSY in Belgrade reports that a trade protocol between Yugoslavia and Bulgaria was signed in Belgrade on December 7, 1968.

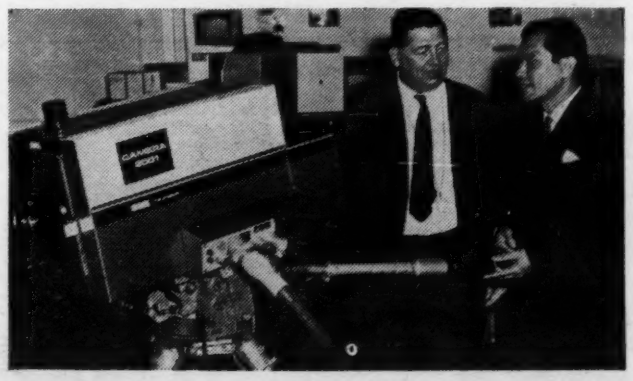
According to press reports, the protocol for 1969 envisages a 14 per cent increase in mutual trade over 1968. It foresees an increase in the various types of goods to be exchanged, especially non-ferrous metals; iron and steel industry products; mineral fertilizers; agricultural products and foodstuffs; and machinery. The text of the Protocol is not available.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 and 467).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Algeria and Malaysia, Singapore and Brunei have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.



Mohammed Sani, deputy director of Radio Republik Indonesia (right), discusses the EMI colour television camera type 2001 with Mr. P. W. Granet of EMI Electronics during a recent visit to the company at Hayes.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 404 and 406, Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(252/68) Civil Engineering Work for Electricite et Gad d'Algerie. (Pre-qualification information.) January 17. E.S.B. 47326/68.

ARGENTINE

(254/68) Circuit Breakers and Auxiliary Equipment for Hidronor SA. Closing date not stated. E.S.B. 48077/68.

AUSTRALIA

District Contract Board:
(252/68) Oscilloscope. January 22. E.S.B. 47330/68.*
(252/68) Road Sweepers. January 21. E.S.B. 47332/68.*
(252/68) Electric Furnace. January 29. E.S.B. 47334/68.*
(252/68) Milling Machine. January 29. E.S.B. 47331/68.*
(252/68) Duplicating Press. January 23. E.S.B. 47310/68.*
(252/68) Test Equipment. January 22. E.S.B. 47315/68.*
(252/68) Tractors. January 16. E.S.B. 47314/68.*
(252/68) Telecommunications Equipment. February 4. E.S.B. 47313/68.*
(252/68) Milling Machines. January 23. E.S.B. 47311/68.*
(252/68) Generator Sets. January 29. E.S.B. 47312/68.*
(253/68) Design Study. January 21. E.S.B. 47336/68.*
(253/68) Punched Tape Preparation Unit. January 16. E.S.B. 47337/68.*
(253/68) Grinding Machine. January 15. E.S.B. 47338/68.*
(253/68) Pump. January 16. E.S.B. 47339/68.
(253/68) Accelerometer. January 14. E.S.B. 47340/68.*
(253/68) Testing Apparatus. January 15. E.S.B. 47341/68.*
(253/68) Checking Unit. January 16. E.S.B. 47342/68.*
Electricity Commission of New South Wales:
(254/68) Outdoor Circuit Breakers; Current Transformers and Compressed Air Plant. January 20. E.S.B. 48028/68.*
(254/68) Reheat Boiler. (Further Information.) Tender documents now available. E.S.B. 36807/68.*
(252/68) Water Treatment Plant for Municipality of Scottsdale. January 20. E.S.B. 47335/68.
(254/68) Butterfly Valves for State Electricity Commission of Victoria. February 24. E.S.B. 48124/68.
State Tender Board of Western Australia:
(252/68) Bogie Wagons. January 23. E.S.B. 47099/68.*
(255/68) Transformer. February 20. E.S.B. 48076/68.*
(252/68) Testing Transformers for Sydney County Council. January 16. E.S.B. 47357/68.*
(253/68) Railway Signalling Systems for Victorian Railway. (Further Information.) Tender documents now available. E.S.B. 45674/68.*

BRAZIL

(254/68) Reclosers; Sectionalizers; Switches for Companhia Auxiliar de Empresas Electricas. February 3. E.S.B. 48021/68.

BURMA

(254/68) Steel Tubes for Industrial Development Corporation. January 15. E.S.B. 48075/68.*
Ministry of Defence:
(253/68) Clothing; Textiles; Thread. February 15. E.S.B. 47348/68.*
(253/68) Lead Pipes. January 25. E.S.B. 47350/68.*
(254/68) Wire Rope. January 23. E.S.B. 48071/68.*
Myanma Export Import Corporation:
(252/68) Copper. February 15. E.S.B. 47346/68.*
(252/68) Oil Storage Tanks. February 23. E.S.B. 47347/68.*
(252/68) Electric Lamps. February 20. E.S.B. 47360/68.*
(253/68) Rivets. January 11. E.S.B. 47373/68.*
People's Electro-Mechanical Services:
(254/68) Capillary Tube Cleaner. February 8. E.S.B. 48063/68.*
(254/68) High Pressure Pump. February 8. E.S.B. 48064/68.*
(254/68) Thermostat Tester. February 8. E.S.B. 48067/68.*
People's Oil Industry:
(252/68) Pipe Fittings February 13. E.S.B. 47356/68.*
(252/68) Steel Rod. February 15. E.S.B. 47354/68.*
(252/68) Spectrometer. January 31. E.S.B. 47359/68.*
(253/68) Ball and Roller Bearings. January 31. E.S.B. 47361/68.*
(253/68) Belting. February 14. E.S.B. 47362/68.*
(253/68) Carborundum Paste and Pipe Jointing Compound. February 15. E.S.B. 47363/68.*
(254/68) Truck Mounted Pumping Unit and Tank. January 15. E.S.B. 47672/68.*
(254/68) Pick-up Trucks. January 20. E.S.B. 47671/68.*
(254/68) Oil Field Trucks. January 20. E.S.B. 47670/68.*
(254/68) Pumping Units. January 20. E.S.B. 48061/68.* and 48062/68.*
(253/68) Tools for State Timber Board. February 17. E.S.B. 47355/68.*
Union of Burma Railway Board:
(253/68) Cable. January 30. E.S.B. 47353/68.*
(253/68) Steel Stays. January 30. E.S.B. 47349/68.*
(253/68) Sockets and Couplings. January 27. E.S.B. 47351/68.*
(243/68) Railway Carriage Fans and Couplers. January 30. E.S.B. 47352/68.*
(254/68) Ball and Roller Bearings. January 23. E.S.B. 48069/68.*
(254/68) Lifting Equipment. January 23. E.S.B. 48070/68.*
(254/68) Sleeper Drilling Machine. January 20. E.S.B. 48065/68.*
(254/68) Steel; Galvanized Iron Sheets. January 23. E.S.B. 48068/68.*
(254/68) Transformer-Rectifier; Generating Sets. January 20. E.S.B. 48066/68.*

†*The* **The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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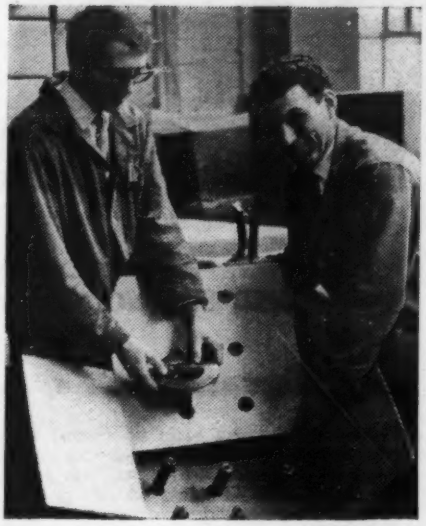


Two employees of Hoover Limited's Central Service Stores, Dowlais, Merthyr Tydfil, South Wales, share £500 – the top award in the company's Suggestion Award Scheme – as the result of their idea for packing washing machine parts destined for Canada and the United States. The parts are pulleys for the Hoovermatic twin tub washing machine which were previously packed in twenties. Stan Parker (right) and Brian Barnes (left) devised a new carton pack which is only half the cubic size of the former carton yet takes 15 pulleys. The two men, both of whom have worked for the company for six years, were presented with their cheques recently by Mr. Mick Bungey, chairman of the Suggestions Committee at the Merthyr Tydfil factory of Hoover Limited.

CANADA

(255/68) Transformers; Capacitive Potential Devices; Metering Units for Manitoba Hydro. January 21. E.S.B. 48128/68.*
(255/68) Crane for National Harbours Board. (Further Information.) Tender documents now available. E.S.B. 43777/68.*

CEYLON

Department of Agriculture:
(253/68) Vehicles. (Further Informaton.) Tender documents now available. E.S.B. 45545/68.*
(253/68) Lorries. (Further Information.) Tender documents now available. E.S.B. 45546/68.*
(253/68) Water Bowsers. (Further Information.) Tender documents now available. E.S.B. 45547/68.*
(253/68) Trucks. (Further information.) Tender documents now available. E.S.B. 45548/68.* and 45550/68.*
Ministry of Health:
(252/68) Surgical Gloves. (Further Information.) Tender documents now available. E.S.B. 47045/68.*
(252/68) Malted Milk; Barley. (Further Information.) E.S.B. 47046/68.*
(255/68) Electric Kitchen Equipment for State Engineering Corporation of Ceylon. January 17. E.S.B. 48183/68.*

CHILE

Ferrocarriles del Estado:
(255/68) Cable. January 23. E.S.B. 48105/68.*
(255/68) Cable. January 21. E.S.B 48118/68*
(225/68) Drilling Machine for Junta de Adelano de Arica. January 15. E.S.B. 48103/68.*

COLOMBIA

(253/68) Switchgear Equipment for Central Hidroelectrica de Caldas. February 20. E.S.B. 48009/68.*

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

Ferrocarriles Nacionales de Colombia:
(253/68) Surveying Equipment. January 30. E.S.B. 47630/68.*
(253/68) Rail Jacks. January 28. E.S.B. 47628/68.*
(253/68) Drilling Machines; Bits; Saws. February 6. E.S.B. 47629/68.*
(253/68) Lorries. January 24. E.S.B. 47631/68.*
(253/68) Railway Equipment. February 4. E.S.B. 47632/68.*

COSTA RICA

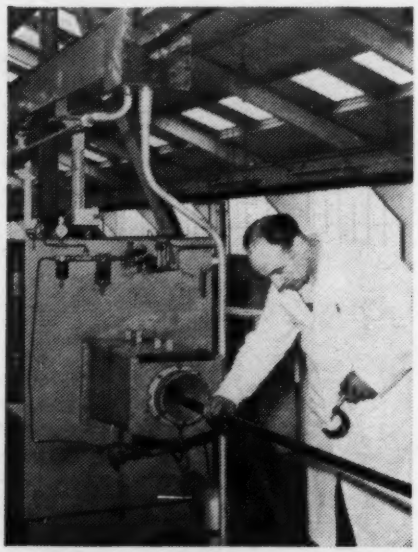
Caja Costarricense de Seguro Social:
(253/68) Pharmaceuticals and Chemicals. February 19. E.S.B. 47616/68.*
(253/68) Surgical Equipment. January 21. E.S.B. 47615/68.*
(253/68) Hospital Supplies. January 16. E.S.B. 47614/68.*
(254/68) Alarm System for El Instuto National de Seguros. (Further Information.) Tender documents now available. E.S.B. 46925/68.*
(253/68) Transformer for Junta Administrativa del Servicio Electrico Municipal de Heredia. (Further Information.) The closing date has been postponed to January 15. E.S.B. 44074/68.*
(225/68) Dextrinomaltose for Proveeduria Direccion General de Asistencia January 15. E.S.B. 48112/68.*

ECUADOR

(258/68) Refuse Collection Vehicles for Municipality of Guayaquil. February 12. E.S.B. 48002/68.*

GREECE

(252/68) Lifts for Institute of Social Insurance. January 30. E.S.B. 47095/68.*



Plant specially developed by company engineers for the manufacture of constantly calibrated long lengths of hydraulic hose has been brought into full production at Whitby, Yorkshire, by Winster Hose, a member of the Ilkeston-based Winster Group. Hose shown here in production at the Whitby factory is to meet orders from Spain and Canada.

Public Power Corporation:
(255/68) Superheating Control. January 28. E.S.B. 48153/68.
(255/68) Sodium Hydroxide. January 18. E.S.B. 48154/68.
(255/68) Steel. January 29. E.S.B. 48155/68.

INDIA

(255/68) Tyre Repair Equipment for Beas Purchase Organization. March 12. E.S.B. 48130/68.*
Bhabha Atomic Research Centre:
(255/68) Sewer Choke Removing and Cleaning Machines. (Further Information.) Tender documents now available. E.S.B. 47039/68.*
(255/68) Rotary Vacuum Pumps. (Further Information.) Tender documents now available. E.S.B. 47040/68.*
(255/68) Break. (Further Information.) Tender documents now available. E.S.B. 47041/68.*
Hindustan Copper Ltd.:
(254/68) Magnetometer. February 24. E.S.B. 48092/68.
(254/68) Ventilation Plant. January 23. E.S.B. 48078/68.
(254/68) Precipitator. January 22. E.S.B. 48091/68.
(254/68) Boiler. March 15. E.S.B. 48096/68.
(254/68) Control and Starting Gears. January 18. E.S.B. 480904/68.*
(254/68) Rotary Dryer. March 7. E.S.B. 48095/68.
(253/68) Pneumatic Brake Equipment for Integral Coach Factory. January 20. E.S.B. 48001/68.

IRAN

(255/68) Electrical Equipment for Ministry of Water and Power. February 26. E.S.B. 48129/68.

IRISH REPUBLIC

(252/68) Pump Units for Castleblaney Urban District Council. January 17. E.S.B. 47344/68.

JORDAN

(252/68) Contractors' Vehicles for Jordan Cement Factories Co. Ltd. January 22. E.S.B. 47322/68.*

LEBANON

Faculty of Sciences:
(253/68) Laboratory Equipment. January 21. E.S.B. 48016/68.*
(253/68) Laboratory Equipment. February 21. E.S.B. 48017/68.*

MALAYSIA

(254/68) Antibiotics for Ministry of Health. February 10. E.S.B. 48029/68.*
(253/68) Diesel Alternator Set for State Tender Board. January 27. E.S.B. 47324/68.*
Survey Department:
(254/68) Polyester Film. January 17. E.S.B. 47640/68.*
(254/68) Drafting Film. January 17. E.S.B. 47677/68.*
(254/68) Unbleached Calico. January 17. E.S.B. 47641/68.*
(254/68) Photographic Materials. January 17. E.S.B. 47638/68.*
(254/68) Paper. January 17. E.S.B. 47639/68.*
(254/68) Photographic Paper and Accessories. January 17. E.S.B. 47676/68.

MALTA

Treasury:
(254/68) Milk Churns. January 16. E.S.B. 48098/68.*
(254/68) Manhole Covers. January 16. E.S.B. 48099/68.*
(254/68) Polio Vaccine. January 23. E.S.B. 48097/68.*
(255/68) Kitchen Equipment. January 16. E.S.B. 48101/68.*

MEXICO

Comision Federal de Electricidad:
(252/68) Feed Pumps. (Further Information.) Closing date postponed to January 22. E.S.B. 44044/68.*
(253/68) Turbogenerator. January 31. E.S.B. 47329/68.*
(253/68) Alternators. February 3. E.S.B. 47611/68.*
(253/68) High Tension Equipment for Contract and Tender Office. January 21. E.S.B. 47612/68.*

NEW ZEALAND

(252/68) Hospital Equipment for Auckland Hospital Board. January 15. E.S.B. 47376/68.*
(252/68) Control Valves for Auckland Regional Authority. February 12. E.S.B. 47317/68.*
(252/68) Transformers for Electric Power Board. February 7. E.S.B. 47320/68.*
General Post Office:
(253/68) Wire. February 18. E.S.B. 47609/68.*
(253/68) Capacitors. February 13. E.S.B. 47610/68.*
(255/68) Drawing Instruments for Government Printing Office. February 10. E.S.B. 48163/68.
Post Office Headquarters:
(253/68) Spring Sets. February 19. E.S.B. 47325/68.*
(255/68) Electrical Equipment. February 26. E.S.B. 48164/68*

PAKISTAN

Directorate of Industries and Commerce:
(253/68) Veterinary Equipment. January 17. E.S.B. 47633/68.*
(253/68) Medical Equipment. January 18. E.S.B. 47634/68.*
(253/68) Laboratory Equipment. January 21. E.S.B. 47635/68.*
(253/68) Agricultural Scientific Research Equipment. January 22. E.S.B. 47636/68.*
Director of Supply:
(254/68) Woodworking, Foundry, Shop and Drawing Office Equipment. January 23. E.S.B. 48018/68.
(255/68) Motorcycles. January 15. E.S.B. 48186/68.*
(253/68) Medical Equipment for Tender Box (ADI). January 24. E.S.B. 47637/68.*
(255/68) Pumping Equipment for Water Supply and Sewerage Authority. February 15. E.S.B. 47613/68.*

SAUDI ARABIA

Ministry of Education:
(252/68) Educational Aids. January 19. E.S.B. 47380/68.
(252/68) Furniture. January 19. E.S.B. 47381/68.
(252/68) Hospital Furniture and Equipment for Ministry of Health. January 20. E.S.B. 47379/68.

SINGAPORE

Central Supplies Office:
(253/68) Electrical Equipment. January 15. E.S.B. 47623/68.*
(253/68) Workshop Equipment. January 15. E.S.B. 47624/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(253/68) Trailer. January 17. E.S.B. 47086/68.*
(253/68) Medicinal Liquids. January 21. E.S.B. 47087/68.*
(258/68) Pharmaceuticals. January 21. E.S.B. 47088/68.
(254/68) Laundry Blanketing, Sheeting and Padding. January 17. E.S.B. 47085/68.*
(254/68) Water Trucks. January 24. E.S.B. 47082/68* and 47083/68.*
(254/68) Buses. January 24. E.S.B. 47084/68.*
(253/68) Trolleys for State Tender Board. January 15. E.S.B. 47689/68.*

TAIWAN

Central Trust of China:
(254/68) Tractor. January 15. E.S.B. 48082/68.*
(254/68) Medical Supplies; X-Ray Film. January 17. E.S.B. 48086/68.
(254/68) Lactic Acid. January 17. E.S.B. 48087/68.*
(254/68) Cable; Pipe; Bearings. January 16. E.S.B. 48088/68.
(254/68) Steel Casing. January 17. E.S.B. 48085/68.*
(254/68) Transpipes. January 20. E.S.B. 48081/68.*
(254/68) Pipe Fittings. January 17. E.S.B. 47845/68.*

(Continued on next page)

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

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TANZANIA

Central Tender Board:
(253/68) Anti-Snake Venom Serum. January 23. E.S.B. 47755/68.*
(253/68) Pyjama Suits. February 6. E.S.B. 47756/68.*

THAILAND

(255/68) Contractors' Plant for Royal Irrigation Department. January 15. E.S.B. 48146/68.*
State Railway of Thailand:
(254/68) Rerailing Equipment. January 30. E.S.B. 48048/68.*
(254/68) Air Compressor. January 30. E.S.B. 48052/68.*
(255/68) Tin. January 16. E.S.B. 48160/68.

TURKEY

(255/68) Dump Trucks for Turkish Cement Industries Corporation. February 2. E.S.B. 48151/68.*

UNITED STATES OF AMERICA

Bureau of Reclamation:
(254/68) Control Equipment. (Advance Information.) E.S.B. 48090/68.
(254/68) Oscillograph Modification. (Advance Information.) E.S.B. 47921/68.
(254/68) Mobile Auto-Transformer. (Advance Information.) E.S.B. 48089/68.
(255/68) Generators for United States Corps of Engineers. (Advance Information.) March 11 (approximately). E.S.B. 48148/68.

URUGUAY

(255/68) Steel Bars for AMDET (Municipal Transport Corp). January 20. E.S.B. 48110/68.*
ANCAP (State Oil and Alcohol Monopoly):
(255/68) Steel Bars and Sections. January 16. E.S.B. 48113/68.*
(255/68) Cables. March 4. E.S.B. 48120/68.*
(255/68) Insulating Chains. February 11. E.S.B. 48121/68.*
(255/68) Air Compressors. January 31. E.S.B. 48122/68.*
(255/68) Herbicide. January 16. E.S.B. 48123/68.*
(255/68) Hand Tools for Administracion Nacional de Puertos. 1st Call January 20, 2nd Call January 27. E.S.B. 48109/68.*
(255/68) Paper; Cardboard for Banco de la Republica Oriental del Uruguay. January 22. E.S.B. 48108/68.*
(254/68) Cheese Manufacturing Equipment for Cooperativa Nacional de Productores de Leche. (Further Information.) The closing date has been further postponed to January 20. E.S.B. 25743/68.*
(255/68) Consultancy Services for Construction of Bridge for La Comision Tecnica Mixta da los Puentes. (Further Information.) Closing date now March 11. Tender documents now available. E.S.B. 46516/68.*
(255/68) Omnibus for University of the Republic. January 21. E.S.B. 48107/68.*

VIETNAM

Industrial Development Center:
(253/68) Concrete Panel Manufacturing Machinery and Equipment. February 28. E.S.B. 47621/68.*
(253/68) Chemical Plant. February 15. E.S.B. 47622/68.*

YUGOSLAVIA

(252/68) Computer for Geotehnika Kupska. February 20. E.S.B. 47023/68.
(254/68) Alumina and Aluminium Plant for Invest-Import. February 27. E.S.B. 47398/68.*
(254/68) Tobacco Processing Equipment for Jugotehna. February 27. E.S.B. 47395/68.*
Masino-Impex:
(254/68) Textile Machines. February 27. E.S.B. 47394/68.*
(254/68) Logging Equipment. February 27. E.S.B. 47607/68.*
(254/68) Asphalt Plant for Poslovno Zdruzenge Cestnik Podjetij Srsl. February 27. E.S.B. 47399/68.*
(254/68) Bag Production Equipment for Preduzece Hromos. February 27. E.S.B. 47397/68.*
(254/68) Snow Clearing Rail Vehicle for Servis za Organizacijn Nabavki. February 27. E.S.B. 47601/68.*
(254/68) Food Processing Machinery for Tehnometal. February 27. E.S.B. 47603/68.*
(254/68) Bath Casting Machinery for Zeljpoth, Import-Export. February 27. E.S.B. 47608/68.*

His Excellency Sheikh Mohammed Aziz Abu Butain, Director of Public Works in the Kingdom of Saudi Arabia (extreme left), visited the Ashford works of Chemidus Plastics Limited last month to discuss with Mr. P. D. Allan, managing director (second from left), the applications for PVC pipes in Saudi Arabian market conditions. Second from right is Mr. J. M. Bunger, Chemidus Plastics' commercial director, and far right Mr. Sanid Bagafer, architect to the Public Works Department in Saudi Arabia.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ltd.), at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Australia – Waiver of British Preference
(252/68) Inquiry for protective relays. E.S.B. A126/68.
(253/68) Inquiry for rectifiers; transistors. E.S.B. S/149/68.
(253/68) Inquiry for safety blocks. E.S.B. S/151/68.
(253/68) Inquiry for silicon transistors. E.S.B. S/150/68.
(254/68) Inquiry for butyl mercaptan. E.S.B. M/79/68.
(254/68) Inquiry for intercom equipment. E.S.B. S/153/68.
(254/68) Inquiry for transistors. E.S.B. S/152/68.

Austria
(252/68) Agency inquiry for tinned peanuts; toffees. E.S.B. 46605/68.
(253/68) Inquiry for swimming caps. E.S.B. 47801/68.
(254/68) Inquiry for cotton, poplin and synthetic fabrics; jersey and synthetic fabrics suits. E.S.B. 47720/68.

Barbados
(255/68) Inquiry for cafeteria and kitchen equipment. E.S.B. 47766/68.

Belgium
(254/68) Agency inquiry for jersey, knitted fabrics; textiles. E.S.B. 41958/68.
(254/68) Inquiry for wheels. E.S.B. 47402/68.

Bolivia
(B254/68) Agency inquiry for chewing gum; garden furniture and sunshades. E.S.B. 36480/68.

Brazil
(255/68) Inquiry for control, signalling and telecommunication equipment. E.S.B. 47832/68.
(254/68) Inquiry for iron alloys. E.S.B. 47840/68.

Canada
(252/68) Agency inquiry for chocolate bars and chewing gum; foodstuffs; matches; polyethylene garbage bags. E.S.B. 46381/68.
(252/68) Agency inquiry for grocery food lines. E.S.B. 45020/68.
(255/68) Agency inquiry for knives; planers. E.S.B. 47741/68.
(255/68) Agency inquiry for effluent treatment equipment; sewage treatment equipment; water purification equipment. E.S.B. 47285/68.
(252/68) Inquiry for aluminium alloy sheets; stainless steel – further information. E.S.B.45087/68.
(253/68) Inquiry for riding clothes and equipment. E.S.B. 47557/68.
(254/68) Inquiry for hinges. E.S.B. 47576/68.

Cyprus
(252/68) Agency inquiry for paper products. E.S.B. 47158/68.

Denmark
(252/68) Agency inquiry for hats. E.S.B. 47272/68.

EFTA
(255/68) Import deposits and drawback. C.R.E. 25367/G.

Finland
(252/68) Inquiry for gift wrapping paper. E.S.B. 47409/68.

France
(252/68) Agency inquiry for radio/television components. E.S.B. 47216/68.
(252/68) Agency inquiry for welding equipment. E.S.B. 47243/68.
(254/68) Agency inquiry for suitings. E.S.B. 34085/68.
(255/68) Agency inquiry for textile machinery. E.S.B. 47244/68.
(252/68) Inquiry for cocktail snacks. E.S.B. 46085/68.
(252/68) Inquiry for machine tools; moulding machinery; steel sheets; steel tank production equipment; thermostats and control equipment. E.S.B. 46648/68.

Germany, Federal Republic of
(252/68) Agency inquiry for Shetland and tweed fabrics. E.S.B. 47289/68.
(253/68) Agency inquiry for metal sheets. E.S.B. 47458/68.
(254/68) Agency inquiry for motor boats. E.S.B. 46665/68.
(255/68) Agency inquiry for knitwear; outerwear; sportswear. E.S.B. 43402/68.
(255/68) Agency inquiry for oil burner accessories and measuring instruments. E.S.B. 47708/68.
(255/68) Agency inquiry for paper; roofing materials; tiles. E.S.B. 44994/68.
(255/68) Agency inquiry for worsted and woollen materials. E.S.B. 47512/68.
(253/68) Inquiry for oil seals; 'O' rings, etc. E.S.B. 41990/68.
(254/68) Inquiry for gold beaters skin; tubes. E.S.B. 47814/68.
(255/68) Inquiry for ceramic industry raw materials; glass industry raw materials; iron and steel industry raw materials; metal powders; shot blast grit. E.S.B. 46374/68.
(255/68) Quota for goods sold at the Berlin Food Fair. E.S.B. 1209/G/2.

Guyana
(254/68) Inquiry for screw top glass jars. E.S.B. 47796/68.
(255/68) Inquiry for plastic bottles and containers; refrigeration cabinets and units. E.S.B. 45481/68.

India
(255/68) Agency inquiry for publications promotions. E.S.B. 47795/68.
(253/68) Enlistment of consultancy and contracting engineering firms – further information. C.R.E. 5005/G.

Iran
(253/68) Invitations to participate in Iranian seminars. E.S.B. 1209/G.

Irish Republic
(255/68) Agency inquiry for haberdashery trimmings. E.S.B. 47476/68.

Israel
(253/68) Agency inquiry for aluminium alloys; metal-working machinery; paper. E.S.B. 26284/68.
(255/68) Agency inquiry for electronic office equipment; microfilm equipment; printing equipment; reproduction equipment. E.S.B. 45067/68.
(255/68) Agency inquiry for food processing machinery. E.S.B. 47767/68.

Italy
(254/68) Agency inquiry for pianos. E.S.B. 47475/68.
(252/68) Inquiry for fish and whale oil. E.S.B. 47516/68.

†For further details of the 'Export Service Bulletin' see page 34.

(252/68) Inquiry for polythene extrusion machine. E.S.B. 47474/68.
(252/68) Manufacture under licence – ceramic electrical components. E.S.B. 47454/68.
(253/68) Inquiry for steel wire. E.S.B. 47519/68.
(254/68) Inquiry for glassfibre making machinery. E.S.B. 47587/68.
(255/68) Inquiry for smelting and water treatment plants; conveyors. E.S.B. 47847/68.
(255/68) Inquiry for yarn texturizing machine stuffing box. E.S.B. 47726/68.

Japan
(253/68) Inquiry for woollen sweaters. E.S.B. 47318/68.
(254/68) Inquiry for ornamental earthenware and copper. E.S.B. 47711/68.

Kenya
(255/68) Inquiry for speedometer cable-making machinery and raw materials; tyre re-treading plant. E.S.B. 27731/68.
(255/68) Manufacture under licence – speedometer cables. E.S.B. 27731/68.

Kuwait
(254/68) Agency inquiry for baby foods. E.S.B. 42608/68.
(255/68) Agency inquiry for baby foods; confectionery; foodstuffs. E.S.B. 41785/68.
(252/68) Inquiry for books, stationery. E.S.B. 39209/68.

Lebanon
(255/68) Agency inquiry for industrial belting. E.S.B. 47728/68.

Malaysia
(255/68) Agency inquiry for heaters; mixers and vibrators; washing machines. E.S.B. 46602/68.

Malta
(255/68) Inquiry for cartons and boxes; drinking straw materials. E.S.B. 47882/68.

Mauritius
(252/68) Agency inquiry for envelopes. E.S.B. 47480/68.

Mexico
(255/68) Inquiry for filtering elements. E.S.B. 47732/68.

New Zealand
(225/68) Inquiry for hardboard press. E.S.B. 47562/68.
(255/68) Inquiry for linen covered metal buttons. E.S.B. 47731/68.

Nicaragua
(253/68) Inquiry for cash registers; safes. E.S.B. 47520/68.

Norway
(252/68) Agency inquiry for scarves. E.S.B. 46700/68.
(254/68) Agency inquiry for fur coats. E.S.B. 14588/68.

Pakistan
(254/68) Inquiry for textile machinery. E.S.B. 46060/68.

Poland/USSR
(254/68) Trade Agreement. E.S.B. 1209/G.

Singapore
(252/68) Agency inquiry for bed and table linen; catering, kitchen equipment; terry towelling and towels. E.S.B. 36175/68.

South Africa
(253/68) Manufacture under licence – threadless conduit fittings. E.S.B. 43906/68.
(252/68 and 256/68) Inquiry for filters; pumps; pipes; traps; valves. E.S.B. 46055/68.

Spain
(253/68) Manufacture under licence – metal silos; steel structures. E.S.B. 46674/68.

Sweden
(252/68) Agency inquiry for footwear. E.S.B. 46657/68.

Switzerland
(255/68) Agency inquiry for precision equipment and electronic measuring devices. E.S.B. 47486/68.
(253/68) Inquiry for clothing and nightwear; travel goods; umbrellas. E.S.B. 47750/68.
(254/68) Inquiry for etchings. E.S.B. 35595/67.

Trinidad/Tobago
(254/68) Agency inquiry for taps and dies. E.S.B. 47583/68.
(255/68) Agency inquiry for plastic and masonry rawl plugs. E.S.B. 47549/68.

Tunisia
(253/68) Inquiry for cosmetics and toiletries; haberdashery; knitting wool; knitwear; men's, women's and children's clothing; shirts; shoes; underwear and hosiery; woollen, cotton and synthetic fabrics. E.S.B. 47565/68.

Turkey
(252/68) Manufacture under licence – meters; speedometers. E.S.B. 47105/68.
(254/68) Inquiry for plastic bag manufacturing and printing machinery. E.S.B. 47753/68.
(255/68) Inquiry for wire-cutting machinery. E.S.B. 47704/68.

Uganda
(255/68) Inquiry for asbestos; bobbins; laminates; resins and pvc powders; printing machinery. E.S.B. 46673/68.

United States of America
(252/68) Inquiry for structural steel items. E.S.B. 47193/68.
(253/68) Inquiry for confectionery; foodstuffs; tea. E.S.B. 47207/68.
(253/68) Inquiry for rubber goods for drug sundry trade. E.S.B. 47762/68.
(254/68) Inquiry for balloon fabric. E.S.B. 47735/68.
(255/68) Inquiry for electrical giftware items. E.S.B. 46623/68.
(255/68) Inquiry for vehicle wheel lug bolt cross wrenches. E.S.B. 47867/68.

Various
(254/68) Visits by British overseas commercial representatives. E.S.B. 6865/66.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, *Ext.* 368, *or Telex No.* 886143).

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54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the December 20 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 32 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Export visits pay for themselves

ONE firm now reaping the rewards of international interest in British design is Gallery Five Limited, of London, whose exports doubled in 1968 and now form one third of total turnover, compared with one fifth in 1967 – total turnover having increased by about 20 per cent.

Formed only seven years ago by designer Jan Pienkowski and Angela Holder, Gallery Five have expanded into the field of decorative posters, greetings cards and wrapping paper, which have proved popular overseas. Mr. David Walser, the firms sales director, has just returned from a tour of France, Belgium, Italy and Spain, and has also recently visited Germany and Sweden. 'We are now going direct to these markets,' he says, 'because sales have reached the point at which export trips pay for themselves.'

Two orders from South American banks

LORD HAYTER, chairman of Chubb & Son's Lock and Safe Co. Ltd., recently returned from an extensive overseas tour which included South America, where two leading banks in Brazil have ordered a total of six cash dispensers. These are the first automatic cash dispensers to be sold in South America.

Tours double sales

DEMONSTRATION tours in Holland and France during 1968 by Neumo Ltd, of Peacehaven, Sussex have doubled their overseas sales compared with 1967. As the result of a recent tour of Canada, the company has quoted for a further £40,000 of export business.

In addition to the tours the company is now appointing agents in Canada, France and Australia to join those in Holland and Italy. Arrangements are also in hand for sales to the United States. Neumo manufacture a range of air operated pumps, motors and semi and fully automatic filling machines and proportioning and motoring systems.

Fact-finding tour results in order

As a result of a fact-finding tour of Mexico made by Mr. Matthew Wylie, chairman of Matthew Wylie and Co. Ltd., of Glasgow, some months ago, the company are now in the final stages of negotiations with electric cable manufacturers in that country for multiple nailing machinery.

It was while Mr. Wylie was in the United States that he arranged to explore the export potentialities in Latin American countries.

He said: 'I discovered we were the only major company outside of the United States to offer machinery for making wooden cable drums. The Mexicans had been doing most of their nailing work by hand, but they are now expanding so rapidly that they are interested in any labour-saving machinery or methods.'

The company, who design and manufacture multiple nailing machinery for the wooden cable drum industry, have received their first export order worth £10,000 from the Brazilian electric cable manufacturing subsidiary of the Pirelli company.

Scandinavian-German visit

MR. ANDREW D. SIM, assistant managing director of John J. Lees Ltd., Coatbridge, Lanarkshire, the confectionery manufacturers, is to visit Scandinavia and Federal Germany. The purpose of his visit is to appoint importers-distributors in Copenhagen and Hamburg and to meet existing agents in Oslo and Stockholm. The company's main products are macaroon bars, 'snowballs' and toffee.

Scandinavia, which was visited by Mr. Sim early last year, is one of the company's main export markets. Over 2,000 cases of snowballs are presently exported to Oslo each week.

Golf equipment sales tour

MR. R. J. DICKSON, works manager, Glasgow factory, and Mr. T. C. P. Kellett, manager of the Dublin factory of Goudie of Scotland, manufacturers of golf equipment, are to visit Houston, Texas, during the period of the National Sporting Goods Show from February 2-6. They will be in attendance at the company's stand, where the full range of Goudie equipment will be displayed.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

'DARLINGTON' WINCHES

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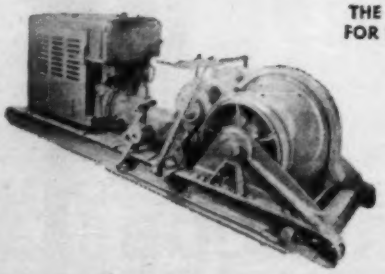

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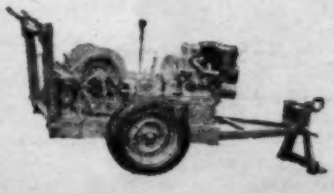

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DARLINGTON ENGINEERING CO. (Gateshead) Ltd.

TEAM VALLEY ESTATE, CO. DURHAM

Mr. M. R. Allen, export manager of William Grant & Sons, the Scotch whisky distillers, visited Japan as a member of the British National Export Council's mission to make preparations for the British Week in Tokyo. Picture shows him at the Hotel New Japan, Tokyo, during a press conference arranged for him by the All Nippon Bartenders' Association. Left to right in the picture are: Mr. R. Yonahara, manager, Tokyo office of the Nisshoku Company Ltd.; Mr. Yoshiaki Sawai (standing), chief barman, Hotel New Japan and the International Bartenders' Association Champion 1967; Mr. M. R. Allen, export manager, William Grant & Sons Ltd.; Mr. Tsunatova Watanabe, president, All Nippon Bartenders' Association; and Mr. Hiroshi Kobayashi, chief director of ANBA. British Week in Tokyo will take place from September 26 to October 5.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Turbine for Tasmania

W. H. Allen Sons & Company Ltd, Bedford, a member company of Amalgamated Power Engineering Ltd, have secured a £51,000 order to supply a 1760 kW multi-stage impulse back-pressure turbo-alternator to the Eleczinc Works at Risdon, Tasmania, of the Electrolytic-zinc Company of Australia Ltd.

The company have also secured a £62,000 order through Amalgamated Power Engineering (Aust.) Ltd, for additional diesel power plant for Katherine power station in the Northern Territory of Australia.

Bedding for Far East

Two orders from Singapore, valued £16,000, and from Hong Kong worth £13,000, have been secured by Slumberland Ltd, of London.

£250,000 Czechoslovak contract

Following negotiations in Prague, Strojimport – Foreign Trade Corporation for import and export in Czechoslovakia – have signed a contract with Motor Panels (Coventry) Ltd. in excess of £250,000.

Japanese licensing agreement

Another major licensing agreement with Japanese manufacturers has been concluded by the Dodwell marketing and research organization. Under the agreement, Japan Linacarton Ltd,. will use the British Hermetet and Pemplex systems of producing lined cartons for solids, powders and liquids on a royalty basis. The agreement also covers the supply of carton lining and packing machines.

Mexican contract

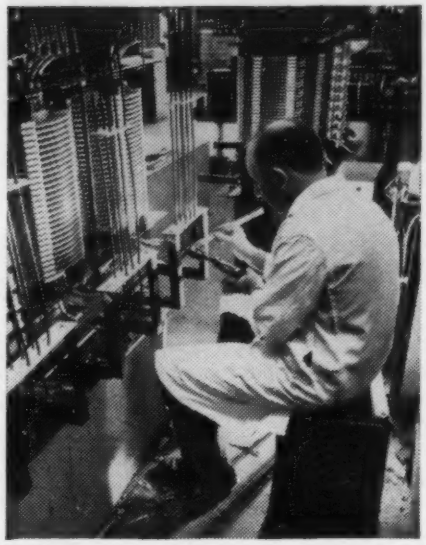
William Press & Son Limited, Fabrication Division, have been awarded a £225,000 contract by the Commision Federal de Electricidad of Mexico for medium and low pressure pipework and ancillaries for the Salamanca and Valle de Mexico Power Stations.

Research reactor for Chile

The Chilean Government has announced that it intends to buy a nuclear research reactor from Fairey Engineering Ltd., of Stockport, Cheshire. The reactor is of the Herald 'swimming pool' type and will be designed and built for the Chilean Nuclear Energy Commission for installation at a new atomic research centre near Santiago. This is the third nuclear research facility to be sold abroad by the Fairey company in the past three years. In 1966 the Swiss Nuclear Research Centre at Wurenlingen bought a zero-energy sub-critical assembly and in 1967 Rumania bought a Helen research reactor. Financing of the Chilean project has been arranged by the Overseas Development Ministry and the Export Credits Guarantee Department.

Welsh slate for Paris

Welsh slate is fast becoming fashionable for all types of domestic and industrial roofing and cladding and Penrhyn Quarries near Bangor Caernarvonshire are exploiting every export opportunity. Their latest order is for 13,000 sq. ft., of Penrhyn 'plum red' rivern Welsh slate cladding panels to be shipped to Ardoisieres d'Angers, France, through The European Slate Company, Lancashire, who are Penrhyn's export agents. The slate will be used to face the new Montparnasse Station in Paris.



An operator brazing H. V. coil ends to risers on a 350 kVA Class "C" insulated furnace transformer. This is one of a batch of 40 being manufactured for the Soviet Union at the Crawley factory of Brentford Electric Limited, a member of the G.H.P. Group. The transformers will be used in the float glass plant being built in Russia under licence from Pilkington Brothers Limited.

Greek order

Specialized formwork equipment worth £35,000 has been supplied in the face of keen competition by Mills Scaffold Co. Ltd., a member of the GKN Group of Companies, for use on the Megalopolis Power Plant scheme, near Tripolis, Greece. Mills Tableform will be used in the construction of some of the 28 buildings of this plant.

Business jets orders

Further orders for 16 Hawker Siddeley 125 business jets, worth about £5 million have been announced by Hawker Siddeley Aviation. This brings the total sales of the twin Rolls-Royce Bristol Viper engined jet to 173, of which 138, valued at nearly £34 million are for export. Included in the latest 16 orders are 14 aircraft for overseas customers, many of them in North America.

Circuit breaker for Turkey

A further major order, worth £250,000, for high voltage airblast circuit breakers designed specially by English Electric to meet the needs of the export market, has been won by the company's H.V. Switchgear Division from Etibank General Management, Turkey's national power supply organization.

Sales in United States

Electrotube Ltd., manufacturers of electrical contact lubricants, report that one large American electroplating company has bought about a ton of Electrolube 2G grease during the last 12 months. To take full advantage of the American market Electrolube have now appointed an agent to handle all sales in the United States – Transatlantic Electronics Inc., New York. In conjunction with these agents Electrolube will be participating in the International Electrical Electronics and Engineering Exhibition in New York in May.

Trinidad contract

A £27,300 order has been received from the Water and Sewage Authority in Trinidad for an extension to the Freeport treatment plant for the removal of iron from borehole waters. The extension includes the provision of Duplex vertical flow settling tanks with spray aeration, additional filter and chemical gear.

Pumps for Iran gas plant

Two export orders valued at £150,000 for pumps for one of the world's largest natural gas construction projects, the Iranian Gas Trunkline (IGAT Project) have been awarded to G. and J. Weir Limited of Cathcart, Glasgow, a member of the Weir Group of companies. One order has been awarded by the National Iranian Oil Company (NIOC) through the International Management and Engineering Group Limited (IMEG) of London acting as consultants to the National Iranian Oil Company (NIDC). The other is from Babcock and Wilcox Limited, for pumps for use with boilers that Babcock and Wilcox are supplying for the plant.

Vehicles for South Africa

Export orders from South Africa worth over £1,300,000 have been received for AEC vehicles by British Leyland's Truck and Bus Division. The orders call for 344 passenger and heavy goods vehicles including 100 Kudu bus chassis which are specially designed for the African market.

Export record broken

Export orders for Cochran boilers during November broke all records – giving the company a lead over its record performance last year with good prospects for the future. Orders were received from Singapore, Ceylon, South Africa, Bechuanaland, Indonesia, Hong Kong, Nigeria and Malta. In the marine field, countries from which orders were received included those from the Netherlands and Norway.

Telephones for Fiji

Fiji's telephone service is to be expanded by two new microwave radio links to be supplied by GEC-AEI Telecommunications Ltd of England, who also supplied the two existing links installed in 1962 and 1967. The contracts were awarded to GEC by the Fiji Posts and Telegraphs Department, and bring the total value of transmission equipment ordered from the company by Fiji during 1968 to over £100,000.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles. etc. were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

EXPORT IMPORT

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

SPAIN

Duty free quota: naval steel plates

THE SPANISH *State Gazette* of December 9 published a Decree establishing a duty free quota for the import of 65,000 tons of naval steel plates (Tariff Heading 73.13-B.la) for a period of six months.

Customs Tariff

IN THE *State Gazette* of December 9, the Spanish authorities announced that the following item has been removed from the Special Annex of the Customs Tariff.

Tariff heading	Description
84.45 C 9	Friction and spindle presses of more than 30 tons.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Import quota: correction

IN THE *Board of Trade Journal* of December 20, page 1709, an announcement was made regarding a Spanish import quota of butanaphtol. This should have read betaNaphtol.

PORTUGAL

Goods exempt from import duty

THE PORTUGESE *Diario do Governo*, First Series, No. 261, of November 6, 1968 published an amendment to the list of products which are exempt from import duty in Portugal under Article 3 of the EFTA Convention. The following item should be added to the list published in the *Board of Trade Journal* on January 26, 1968.

Tariff heading	Sub-heading	Description
48.01		Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets:
	Ex 10	Cardboard, suitable for printing cards for statistical machinery, in accordance with the terms of the note to the present tariff sub-heading.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

FRANCE

Imports of ties and handkerchiefs

THE FRENCH *Journal Officiel* of November 26 announced that fancy handkerchiefs (Tariff No. ex 61-05) originating in and imported from all countries to which liberalization measures applied before the July restrictions were imposed (see *Board of Trade Journal* of July 5, 1968, page 10) can now be imported without licences on condition that they accompany matching ties in the same fabric. The two articles must be packaged together, or if not, must not be shown as separate items on the Customs declaration.

Inquiries concerning this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 4231/408/288), where the full French text may be seen.

FEDERAL REPUBLIC OF GERMANY

Quota for goods sold at Berlin Food Fair

THE FEDERAL German authorities are making available special quotas to cover the sale of goods still subject to import restrictions at the Grüne Woche Food Fair to be held in Berlin from January 31 to February 9, 1969.

The currency allocation to British exhibitors will be DM 150,000 plus currency for 500 hectolitres of wine. Of this amount DM 100,000 may be used for prepared vegetables, pot herbs, fruit and plants or parts of plants and DM 50,000 for farinaceous products. Additional quotas for tinned fruit and vegetables may be applied for, if required.

Licences for goods which are subject to quota will be allocated to firms in accordance with space booked. United Kingdom exhibitors who wish to obtain licences should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 77, Bonn by January 10, 1969. Applications should be accompanied by a copy of the agent's sub-tenancy agreement for stand space (Untermietvertrag).

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 or 482).

EUROPEAN COMMUNITIES

Tariff quotas in the EEC

THE *Board of Trade Journal* dated March 22, 1968, page 937, contains a notice about **Decision No. 68/137/CEE** which sets up a Community tariff quota for newsprint. The *Journal Officiel des Communautés Européennes* No. L299 dated December 13, 1968, contains the text of **Regulation (CEE) No. 2012/68** which increases this quota from 750,000 tonnes to 845,000 tonnes of newsprint (tariff number 48.01A) for the period January 1, 1968, to December 31, 1968. The additional amount of 95,000 tonnes has been allocated to Germany and the Netherlands, giving an allocation of the entire quota as follows:

Germany	555,000 tonnes
France	108,000 tonnes
Italy	3,750 tonnes
Netherlands	124,250 tonnes
Belgo-Luxembourg Economic Union	54,000 tonnes

The French text of the Decisions referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2051/68 modifies, so far as it concerns the validity of export certificates for condensed milk, **Regulation (CEE) No. 1100/68** which establishes the methods of application for fixing in advance the export refunds in the milk and milk products sector (*Journal Officiel No.* L302 dated December 18, 1968).

LIVE PLANTS AND PRODUCTS OF THE FLOWER GROWING INDUSTRY

Regulation (CEE) No. 2040/68 fixes the minimum prices for the export to third countries of certain bulbs, corms, tuberous roots and tubers (*Journal Officiel* No. L301 dated December 17, 1968).

CEREALS, RICE, COMPOUND ANIMAL FEEDSTUFFS

Regulation (CEE) No. 2013/68 modifies **Regulation (CEE) No. 800/68** which relates to the regime applicable to imports of processed products with a cereal or rice base originating in the African and Malagasy States and the overseas countries and territories of the EEC so far as the tariff classification of starch is concerned (*Journal Officiel* No. L299 dated December 13, 1968).

SUGAR

Decision No. 68/412/CEE establishes the maximum amount of the restitution to be used in the disposal of sugar beet molasses by Italy and France as authorized by **Decision No. 68/392/CEE** (*Journal Officiel* No. L302 dated December 18, 1968).

EUROPEAN FREE TRADE ASSOCIATION

Import deposits and drawback

THE EFTA COUNCIL has decided that relief from import deposit for goods intended for export to EFTA shall not be regarded as drawback in that context and shall not, therefore, disqualify such exports from receiving EFTA tariff treatment.

In consequence, Customs Notice No. 482 is being amended by the deletion of paragraph 11 and the substitution of the following:

> '11. It has now been decided that exports to EFTA countries may count for the purpose of Import Deposit relief without thereby affecting EFTA tariff treatment in the other EFTA country concerned.'

Arrangements will be made to restore any Import Deposit relief which has not been claimed or not been allowed because of the position as previously stated in the Notice.

Exporters may issue EFTA declarations for exports to EFTA countries, although they consist of or incorporate goods which are relieved from import deposit because they are to be exported. The exported goods must, of course, satisfy the normal EFTA origin and import duty drawback requirements.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2301/2302) and should quote CRE 25367G.

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IRISH REPUBLIC

Licence for imports of raw apples

THE IRISH Minister for Agriculture and Fisheries has announced that he is prepared to grant licences under the Apples (Regulation of Import) Order, 1951 (which relates to apples grown elsewhere than in the United Kingdom) for the importation of raw apples during the period January 7 to July 7, 1969.

Applications for licences should be addressed to the Secretary, Department of Agriculture and Fisheries (Section 4), Dublin, 2, and should indicate the quantity which it is desired to import.

Note:

Raw apples grown in the United Kingdom may be imported without a licence.

LEBANON

Import surtax

THE LEBANESE *Official Gazette* of October 17 announced the imposition of import surtax on certain types of oil seeds of Heading No. 12-01 as follows:

Description	Rate
Soya beans, cotton seeds	1 Piastre per Kg. gross
Linseed, sunflower seeds, perilla seeds, *carvicide* seeds, niger seeds	1·5 Piastres per Kg. gross
Ground nuts, mafura seeds, shea seeds, etc.	2 Piastres per Kg. gross
Copra, Macadamia nuts	2·5 Piastres per Kg. gross

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 1746 of December 27 issue.

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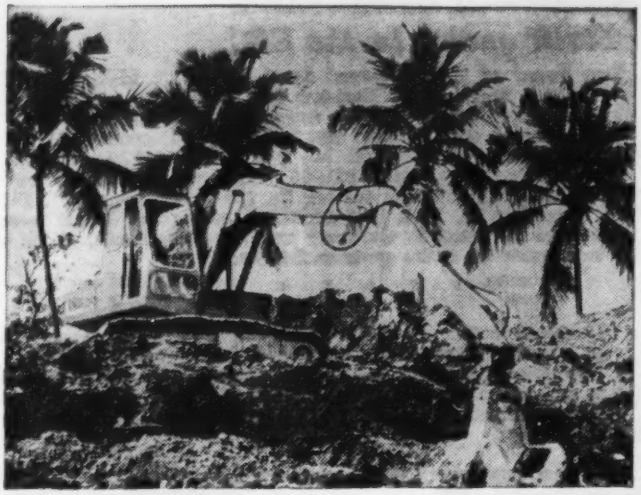

After evaluation of the mining operations at their Kaolin Refinery, at Boralesgamuwa, the Ceylon Ceramics Corporation purchased a Hy-Mac 580B excavator, to strip 6-8 ft. of overburden, below which lies kaolin clay. The thickness of the clay bed is approximately 24 ft, and the deposit occurs in swampy ground. Picture shows the excavator, equipped with a wide undercarriage, extended dipper arm and grab.

MALAWI

Customs tariff changes

TELEGRAPHIC ADVICE has been received from Zomba of changes in customs duties, effective from midnight on December 17, introduced in the Malawi budget for 1969.

Customs duties in all columns of the Customs Tariff will be increased at the rate of one-twelfth (8⅓ per cent) of the rates shown in column five (Commonwealth countries other than Britain column).

The increase will temporarily not apply to: Prefabricated buildings (subheading 44.23.01); Pressure stoves (Ex 73.36 and Ex 74.17); Motor cycles (Ex 87.09); Certain mechanical toys (Ex 97.01) and Fish hooks (Ex 97.07.01).

Full details will be published in the *Board of Trade Journal* as soon as they are received. Meanwhile, any inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

REPUBLIC OF SOUTH AFRICA

Import Control Regulations, 1969

A COPY HAS now been received of Government Notice R1963, published in the Republic of South Africa *Government Gazette* of October 25, 1968, setting out in detail the Import Control Regulations for 1969, which became operative on January 1.

The Regulations cover five groups of commodities, as follows:

Group 1.—FREE LIST

This group consists of goods which may be imported from any country without an import permit. The Free List is given in full in the schedule below.

Group 2.—CAPITAL PLANT AND EQUIPMENT AND RAW MATERIALS

Permits for the import of these goods required by industry, agriculture and mining (*excluding* agricultural tractors and earth-moving equipment) will be granted on the following basis:

(i) to merchants who import for re-sale – according to such quotas as may be authorized from time to time;

(ii) to manufacturers who import for their own use –

(a) for raw materials – on the basis of consumption (on application, permits will be granted for an amount equal to the difference between the cost of the stock on hand of similar goods at the time of application and the cost of six months' stock at the current rate of consumption); and

(b) for capital plant and equipment – on the basis of essentiality.

In all cases, however, both manufacturers and merchants are expected to obtain their requirements of the goods and capital plant and equipment covered by this group from local sources whenever it is possible to do so.

The initial 1969 allocations for raw materials imported by merchants will be 75 per cent of the importer's permit issues for 1968.

Merchant importers of capital plant and equipment of an f.o.b. price not exceeding R1,C00 per single unit will be granted a first round allocation equal to 75 per cent of their 1968 permit issues. For plant and equipment of an f.o.b. price exceeding R1,000 per single unit, merchant importers must make application on the prescribed form Excon 81.

Import permits issued for goods in this group will not be valid for the import of items in groups 3, 4 or 5.

Group 3.—VEHICLES

This group comprises the following:

(i) motor cars;
(ii) commercial vehicles;
(iii) motor cycles;
(iv) motor scooters;
(v) mopeds and auxiliary engines, including outboard and inboard motors;
(vi) c.k.d. material for motor vehicles;
(vii) agricultural tractors;
(viii) earth-moving equipment; and
(ix) maintenance spares and accessories for the above.

Permits for the import of these goods will be issued to registered importers in accordance with such import quotas as may be authorized from time to time.

Import permits will be issued to individuals to provide for the importation of built-up motor vehicles on the following basis:

(a) in the case of motor vehicles with an f.o.b. cost not exceeding R1,900 – provided the motor vehicle has been used by the applicant for a period of not less than two calendar months outside the Republic of South Africa and has been registered in the name of the applicant during that period; and

(b) in the case of a motor vehicle with an f.o.b. cost exceeding R1,900 – at any time on application.

Import permits issued for goods in this group will not be valid for the import of items in groups 2, 4 or 5.

Group 4.—CONSUMER GOODS

(a) This group covers:

(i) general merchandise;

(ii) textile piece-goods imported by merchants;

(iii) all other items not included in Groups 1, 2, 3, 4 or 5.

Import permits issued for the importation of general merchandise will not be valid for goods appearing in Groups 3 and 4(b) but application may be made for conversion of such permits for Group 5 goods.

Import permits issued for textile piece-goods will be valid for textile piece-goods only.

The initial 1969 import allocation for general merchandise (under Group 4(a) (i)) and rice will be 75 per cent of an importers 1968 permit issues.

(b) These goods are listed in full in the schedule below:

Quotas for the import of goods in Group 4 (b) will be determined from time to time, and the relevant import permits will be issued to registered importers in accordance with such quotas. Each application will be considered on the merits of the case. Permits issued will be valid only for the goods specifically described on them, and will not be valid for any goods in any other group.

Group 5.—RESTRICTED LIST

This group consists of goods, listed in detail in the schedule below, which may be imported into South Africa only if the goods are specifically described in the relevant import permit.

Importers wishing to import any of the goods detailed in this group and in possession of valid general merchandise import permits may apply on form Excon 80 for the conversion of these permits into specific permits (i.e. those in which the goods to be imported are described), provided the importer surrenders R2 of his original import permit for every R1 of the specific permit required.

As a concession to importers of goods detailed in this group, the first R5,000 of an importer's total annual quota received may be converted to a specific permit on the basis of R1 for R1.

Note:

Goods other than those mentioned in Group 1 Free List should not be shipped unless the importer is in possession of a suitable valid import permit. Goods which arrive at ports in the Republic of South Africa and for which the importer cannot produce a valid import permit, will be deemed to have been imported in contravention of the Import Control Regulations.

Import permits may not be negotiated, sold or used to the benefit of any firm not named in the import permit without the prior written approval and consent of the Director of Imports and Exports. Any import permits which appear to have been used in this manner will be cancelled and withdrawn forthwith. Nothing in the Notice absolves an importer from the obligation of also complying with the provisions of other legislation relating to the importation of goods into the Republic of South Africa.

Group 1.—FREE LIST

Note – The articles appearing in this schedule shall also be exempt from the production of permits when they are imported under rebate of customs duty under the Third, Fourth and Fifth Schedules to the Customs and Excise Act, No. 91 of 1964.

The meaning to be assigned to any description of such articles shall be the meaning assigned to similarly numbered items in the First Schedule to the Customs and Excise Act, No. 91 of 1964.

All goods mentioned in this schedule shall include maintenance spares therefor, provided such spares do not fall under the items in respect of which a specific permit is required in terms of Groups 4 (b) and 5.

(1) Description of Goods	(2) Tariff Heading No.
Sausage casings (animal)	Ex 05.04
Sausage casings (other	Ex 39.07
	Ex 48.21
Tea	09.02
Petrol and aviation spirit	Ex 27.07
	Ex 27.10
Kerosene	Ex 27.07
	Ex 27.10
Distillate fuels and residual fuel oils	Ex 27.07
	Ex 27.10
Crude oil	27.09
White spirit	Ex 27.10
Lubricating greases; lubricating oil, transformer oil	Ex 27.10
	Ex 34.03
Petroleum jelly	27.12
Benzine, toluene, xylene, hexane, heptane, octane	Ex 29.01
Duplicating machine ink	Ex 32.13
Lifesaving rockets and flares	Ex 36.05
X-ray plates and film	Ex 37.01
	Ex 37.02
Photographic paper, sensitized	Ex 37.03
Additives for mineral oils and petrol not prepared for retail sale	Ex 29.19

(*Continued on next page*)

REPUBLIC OF SOUTH AFRICA, *continued*

(1) Description of Goods	(2) Tariff Heading No.
Buckles, including buckle-slides and buckle-clasps and metal clasps therefor, buckle moulds, hooks, hooks and eyes; hooks and bars and waisthooks; trouser clips and slides; dress shields; crochet hooks; thimbles	Ex 38.14 Ex 29.34 Ex 39.07 Ex 40.13 Ex 61.11 Ex 73.33 Ex 73.40 Ex 83.09
Typewriter erasers	Ex 40.14
Lifebuoys and lifebelt	Ex 45.03 Ex 45.04
Tracing paper; printed pattern paper for the clothing industry	Ex 70.21 Ex 48.03
Stencil sheets for duplicating	Ex 48.07 Ex 48.07 Ex 48.13
Pocket diaries and refills	Ex 48.18
Offset duplicating masters	Ex 48.21
Belt backing; plain paper patterns, or with printed instructions for dressmaking and printed envelopes in which such patterns are imported	Ex 48.21
Printed books, booklets, brochures, pamphlets and leaflets	Ex 49.01 Ex 49.11
Newspapers and periodicals	Ex 49.02
Children's picture books and painting books	49.03
Music, printed or in manuscript	49.04
Maps, charts, atlases and terrestrial and celestrial globes	49.05
Transfers (Decalcomanias)	Ex 49.08
Catalogues; price lists and trade publications; paper dressmaking pattern catalogues; printers' proofs	Ex 49.11
Wool	53.01 Ex 53.05
Wool noils	Ex 53.03
Wool tops	Ex 53.05
Man-made staple fibres but excluding polyester fibres	56.01 56.02 56.04
Waistbanding in the piece	Ex 58.05
Belt backing; eyeletted tape and hook-and-eye tape	Ex 61.11 Ex 58.05 Ex 83.09
Elastic, tape, braid, webbing, ribbon and bindings; cloth labels and tabs with woven inscriptions	Ex 58.05 Ex 58.06 Ex 58.07 Ex 59.13
Dressing gown cord; narrow woven textile fabrics with woven fringe; ornamental trimmings in the piece; loops and loopings for the overall and clothing industry	Ex 58.07
Buttonhole gimp yarn	Ex 58.07
Embroidered edgings in the piece and motifs	Ex 58.10
Tracing cloth	Ex 59.07
Elastic trouser bindings; elastic trimmings, not knitted or crocheted	Ex 59.13
Secondhand overcoats	Ex 63.01
Edgings, knitted, not elastic or rubberized; pyjama girdles	Ex 60.05
Suspender ends and grips	Ex 61.09
Shoulder and other pads; dressing gown girdles	Ex 61.11
Elastic trouser bands; adjustable shoulder straps for women's underwear	Ex 61.11
Headbands and chevrettes of leather or imitation leather for headgear; peaks	Ex 65.07
Diamonds; unworked and synthetic	Ex 71.02 Ex 71.03
Shaving brushes	Ex 71.13 Ex 96.02
Drawing pins	Ex 73.31 Ex 74.14
Caps, rivets and eyelets, eyelets	Ex 73.32 Ex 74.15 Ex 76.16 Ex 83.09
Needles, excluding knitting needles	Ex 39.07 Ex 73.33 Ex 76.16 Ex 95.04
Pins, including safety pins	Ex 73.34 Ex 74.19
Metal fasteners for buttons	Ex 73.40
Dies and cutters	Ex 82.04 Ex 82.05
Banding machines and tools	Ex 82.04 Ex 84.19
Stapling machines and tools	Ex 82.04 Ex 84.32 Ex 84.33 Ex 84.47 Ex 84.54 Ex 84.59
Scissors, excluding those plated with precious m...	Ex 82.12
Hairclippers	Ex 82.13
Tower and turret bells and parts thereof	Ex 85.07 Ex 83.11
Weighing machinery (excluding balances of a sensitivity of five centigrammes or better), including weight operated counting and checking machinery, but excluding weighbridges; weighing machine weights of all kinds	Ex 84.20
Paper shredders	Ex 84.31 Ex 84.34
Hand guillotines for use in the paper industry	Ex 84.33
Industrial sewing machines	Ex 84.41
Spare parts and needles for industrial sewing and knitting machines	Ex 84.37 Ex 84.38 Ex 84.41
Needles and spare parts for all domestic sewing machines	Ex 84.41
Cheque writing machines	Ex 84.51
Typewriters	Ex 85.51
Calculating machines	Ex 84.52 Ex 85.53
Cash registers	Ex 84.52 Ex 84.53
Accounting machines	Ex 84.52 Ex 84.53
Postal franking machines	Ex 84.52
Ticket issuing machines	Ex 84.52
Adding machines	Ex 84.52 Ex 84.53
Continuous stationery processing machines for use in conjunction with electronic data processing machines	Ex 84.53
Electronic data processing machines and ancillary and peripheral equipment and parts therefor	Ex 84.53
Tabulators	Ex 84.53
Bookkeeping machines	Ex 84.53
Change-giving machines	Ex 84.54
Coin-counting and sorting machines	Ex 84.54
Addressing machines	Ex 84.54
Duplicating machines	Ex 84.54
Electronic stencil cutters	Ex 84.54
Collating, folding, inserting and closing machines	Ex 84.54
Automatic typewriting equipment – when imported separately from typewriters	Ex 84.54
Watch-cleaning machines	Ex 84.59
Primary batteries of a type ordinarily used for deaf-aids	Ex 85.03
Electrostatic automatic document reproducers and peripheral and ancillary equipment and parts therefor	Ex 90.07
Surveying instruments	Ex 90.14
Balances with or without their weights	90.15
Drawing and mathematical sets; set squares; protractors; school rulers; compasses; dividers and protractors of the cheap school type	Ex 90.16
Medical, dental, surgical and veterinary instruments and appliances and electro-medical apparatus and ophthalmic instruments	90.17
Gas masks and other lifesaving equipment, including mine rescue apparatus	Ex 90.18
Orthopaedic appliances, surgical belts, trusses and the like; artificial limbs, eyes and other artificial parts of the body (excluding artificial teeth)	Ex 90.19
Deaf aids	Ex 90.19
X-ray apparatus and accessories	Ex 90.20
Scientific and laboratory instruments	Ex 90.22 Ex 90.23 Ex 90.24 Ex 90.25 Ex 90.28
Air pressure gauges	Ex 90.24
Gas supply and production meter	Ex 90.26
Time registers and recorders	Ex 91.05
Clock movements	91.08 Ex 91.11
Dictating machines	Ex 92.14
Verey light pistols, line throwing guns and the like used for livesaving	Ex 93.04
Whalebone supports used in clothing	Ex 95.05
Button moulds; snap fasteners; press-button tape; plain single shirt studs, other than those of metal, generally used in the clothing industry	Ex 98.01
Penholders	Ex 98.03
Pen nibs	Ex 98.04
Pencil leads; tailors' chalks	Ex 98.05
Corset busks and similar supports for articles of apparel or clothing accessories	98.13
Vacuum flasks and glass inners for vacuum flasks	Ex 70.12 Ex 98.15
Computer disc packs	Ex 92.12

Group 4(B).—CONSUMER GOODS

Note – In the case of jewellery consisting of gold medallions, or necklaces, pendants, girdles and brooches, containing gold medallions, proof of the country of manufacture of such medallions must be furnished before the granting of a permit for the importation thereof will be considered.

(1) Description of Goods	(2) Tariff Heading No.
Milk in sweetened condensed, unsweetened condensed, desiccated or other form, and including skimmed or separated milk.	Ex 04.01 Ex 04.02
Butter and cheese	Ex 04.03 Ex 04.04
Soya beans, groundnuts, leguminous seeds (including peas, beans and lentils), n.e.e. (dried, whole, split, ground or otherwise prepared)	07.05 11.03 Ex 12.01
Dried prunes and dried currants	Ex 08.04 Ex 08.12
Barley, oats, rye, wheat, barley meal, barley malt, crushed oats, ground oats, rye flour, rye meal, rye bran, wheaten flour, wheaten meal, wheaten semolina, wheaten bran	Ex 10.01 10.02 10.03 10.04 Ex 11.01 Ex 11.02 Ex 11.07
Maize, maize flour, mealiemeal, crushed or crackedmaize, maizegrit, samp or hominy chop	10.05 Ex 11.02
Unroasted or roasted or ground chicory	12.05 Ex 21.01
Desiccated vegetables	Ex 07.04 Ex 20.01 Ex 20.02
Coffee (roasted or ground), mixed; substitutes for coffee	Ex 09.01 Ex 21.01
Coriander seed whole or prepared in any form, plain bird seed (Canariensis), millet and manna	Ex 09.09 Ex 10.07 Ex 12.07
Castor-oil seed	Ex 12.01
Crude and/or processed fish oil including refined deodorized and hardened fish oil, but excluding fats and oils imported under rebate of duty	Ex 15.04 Ex 15.12
Tung oil and oiticica oil	Ex 15.07
Smoked 'saithe-in-oil'	Ex 16.04
Paste, pulp, puree, extract or concentrate, of tomato	Ex 20.02
Glace cherries	Ex 20.04
Mercury	Ex 28.05
The following to include raw materials and/or in finished dosage form:	
Acetylsalicylic acid and preparations thereof	Ex 29.16 Ex 30.03
Salicylic acid and preparations thereof	Ex 29.16 Ex 30.03
Phenylbutazone	Ex 29.35
Paracetamol	Ex 29.23
Amylobarbitone and salts	Ex 29.25
Phenacetin	Ex 29.25

(1) Description of Goods	(2) Tariff Heading No.
Pentobarbitone and salts	Ex 29.25
Dicyclamine Hcl	Ex 29.23
Furazolidone	Ex 29.35
Chlorpromazine hydrochloride	Ex 29.35
Nitrofurazone	Ex 29.35
Nitrofurantoin	Ex 29.35
Phenothiazine	Ex 29.35
Piperazine salts	Ex 29.35
Phenolphthalein	Ex 29.37
Digoxin	Ex 29.41
Quinine, quinidine and their salts	Ex 29.42
Quinalbarbitone and its salts	Ex 29.25
Lignocaine and its salts	Ex 30.03
Thiopentone and its salts	Ex 30.03
Ethyl chloride	Ex 29.02
Methylsalicylate (raw material)	Ex 29.16
Calcium methanesulphonate of isonicotinic acid hydrazine in raw material or finished dosage form	Ex 29.35
Injections (in finished dosage and ampoule form):	
Vitamin B12 and vitamin B complex	Ex 29.38
ACTH gel, solution and long acting form (excluding the zinc salt)	Ex 29.39
Injections containing salts of penicillin and/or salts of streptomycin	Ex 29.44
Dental cartridges	Ex 30.03
Hyaluronidase in raw material and/or in finished dosage form	Ex 29.40
Narcotics derived from opium (raw material and/or in finished dosage form)	Ex 29.42 Ex 30.03
Aerosols (containing in finished dosage form):	
Polymixin and/or neomycin and/or bacitracin	Ex 29.44 Ex 30.03
Suture materials, surgical, sterile	Ex 30.05
Fertilizers	31.01 31.02 31.03 31.04 31.05
Polystyrene	Ex 39.02
Ethylene polymers and copolymers in liquid, paste, blocks, lumps, powders and similar bulk forms of a specific gravity not exceeding 0·940	Ex 39.02
Polyvinyl chloride and copolymers in liquid, paste, blocks, lumps, powders and similar bulk forms	Ex 39.02
Jute bags (lined or unlined) and bags made from plastic or other material, of a kind used for the packing of goods	Ex 39.07 Ex 62.03
Natural rubber	Ex 40.01
Rubber latex	40.02
Synthetic rubber	40.02
Latex camelback	40.11
Wood (in the rough whether or not stripped of its bark or merely roughed down), roughly squared or half squared or planed but not further manufactured), boxes and shooks	44.01 44.03 44.04 44.05 44.06 44.07 Ex 44.13 Ex 44.21
Postage stamps	49.07 99.04
Polyester fibres	Ex 56.01 Ex 56.02 Ex 56.03 Ex 56.04
Jute fibre, jute bagging, sacking and hessian	57.03 Ex 57.10
Woven fabrics in which synthetic fibres (continuous and discontinuous) predominate, of a weight per square yard of not less than 4·2 ounces, and woven fabrics in which cellulosic fibres (continuous and discontinuous) predominate and which contain not less than 30% of combed wool or other combed animal hair or synthetic fibres or mixtures thereof, of a weight per square yard of not less than 4·2 ounces, but excluding fabrics imported under rebate of duty and used in the manufacture of boys' shorts, women's and girls' outer garments and infants' wear	50.09.15 50.09.25 50.10.15 50.10.25 51.04.70 51.04.85 56.07.80 56.07.87
Gold medallions or necklaces, pendants, girdles and brooches containing gold medallions	Ex 71.00
Coins	72.01 99.05
Galvanized steel sheet in corrugated, flat, coil or strip form	Ex 73.12
Cold-rolled steel, in sheet, coil or strip form but excluding stainless steel	Ex 73.13 Ex 73.15
Copper	Ex 74.01
Electrolytic copper bar	Ex 74.01
Extruded brass rods	Ex 74.03
Cast phosphor bronze bars	Ex 74.03
Copper and brass sheet and copper circles (discs)	Ex 74.04
Zinc	Ex 79.01
Vices – mechanics', fitters', engineers', bench type (spindle operated, with or without quick release), woodworkers' or carpenters' (excluding table and leg vices, swivel vices and pipe vices including combination type)	Ex 82.04
Hammers of base metal being carpenters claw, ballpeen, club, sledge, joiners', telephone and brickhammers	Ex 82.04
Screwdrivers, excluding ratchet, screw-holding and jewellers' type	Ex 82.04
Hand punches – drive, rail, pin, centre, roofing and taper	Ex 82.04
Trowels	Ex 82.04
Twist drills – all types (excluding tungsten carbide drills and woodboring bitstock drills)	Ex 82.04 Ex 82.05
Other masons' hand tools (excluding stone cutting combs and holders, pitching tools, chiselpoint and stone chisels and plumb bobs)	Ex 82.04
Miners' safety lamps (cap lamps), electric	Ex 83.07 Ex 85.10
Concrete mixers	Ex 84.56
Scrapers	Ex 84.23
Guillotines excluding hand guillotines for use in the paper industry	Ex 84.33 Ex 90.10
Plate bending rolls	Ex 84.45
Presses for metal industry	Ex 84.45
Pressbrakes	Ex 84.45
Centre-lathes	Ex 84.45
Conveyors	Ex 84.22
Television apparatus and equipment	Ex 85.15
Graphite electrodes	Ex 85.24
Coin-operated projectors	Ex 90.08 Ex 90.09
Metal levels – straight-edged, exceeding 12 inches in length, of which the f.o.b. price does not exceed R10 per level	Ex 90.16
Plastic containers for the collection of blood for blood-transfusion	Ex 39.07 Ex 90.17
Latex seamless tubing	Ex 40.09
Medical tubes for endotracheal, anaesthesia, tracheostomic urological drainage and veterinary purposes	Ex 90.18
Juke boxes, pin tables, novelty tables, coin-operated machines and amusement machines	Ex 92.11 Ex 97.04
Cartridges – 7·62 mm and 9mm	Ex 93.07

Group 5.—RESTRICTED LIST

Note – The goods appearing in this schedule shall be exempt from the production of specific permits when they are imported under rebate of customs duty under the Third Schedule to the Customs and Excise Act, No. 91 of 1964.

The meaning to be assigned to any description of such articles shall be the meaning assigned to similarly numbered items in the First Schedule to the Customs and Excise Act, No. 91 of 1964.

(1) Description of Goods	(2) Tariff Heading No.
Meat and edible meat offals (fresh, chilled, frozen, salted, in brine, dried or smoked or otherwise prepared or preserved, whether or not tinned)	02.01 02.02 02.03 02.04 02.06 16.01 Ex 16.02
Fish, including fry and ova, anchovies, caviare, lax, lobster and fish pastes, but excluding salted herrings and kippered herrings	Ex 03.01 Ex 03.02 03.03 16.04 16.05
Prepared spices	Ex 09.04 Ex 09.06 Ex 09.07 Ex 09.08 Ex 09.09 Ex 09.10
Fruits, fresh or green, bottled, tinned or otherwise preserved, including candied peel, dried fruit and fruit pulp, but excluding dates and tamarinds	Ex 08.01 08.02 08.03 08.04 08.06 08.07 08.08 08.09 08.10 08.11 08.12 08.13 Ex 20.01 20.03 Ex 20.04 Ex 20.06
Meat pastes, potted or tinned	Ex 16.02
Loaf and cube sugar, and glucose	Ex 17.01 Ex 17.02 Ex 17.05
Confectionery, including slab chocolate, ice-cream mixes made with sugar, sweetened cocoa or chocolate, sweetmeats, crystallized fruits, chow-chow, but excluding ice-cream, ginger preserved in syrup or brine or in some other manner, and candied ginger	Ex 17.04 Ex 18.06 Ex 20.04 Ex 21.07 Ex 97.05
Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit	20.07
Wines, all types, including champagne	22.05 22.06 Ex 22.07
Liqueurs, cordials, mixed potable spirits and other potable spirits exceeding 3% of proof spirit	Ex 22.09
Tobacco, unmanufactured	Ex 24.01
Tobacco, manufactured	Ex 24.02
Cigarettes	Ex 24.02
Snuff	Ex 24.02
Fireworks of all descriptions	Ex 36.05
All clothing (including infants' napkins), excluding secondhand overcoats, infants' knitted outerwear not exceeding 20 inches chest measurement, infants' nightwear not exceeding 27 inches in length, infants' petticoats not exceeding 18 inches in length, bibs and feeders	Ex 39.07 Ex 40.13 Ex 42.03 Ex 43.03 Ex 43.04 Ex 60.03 60.04 Ex 60.05 Ex 60.06 61.01 61.02 Ex 61.03 61.04 Ex 61.09 Ex 61.10 Ex 63.01 Ex 64.06 Ex 68.13
Ladies' handbags, and children's handbags, made of rattan and similar materials	Ex 46.03
Basketwork and wickerwork	46.03 60.01 60.05 60.06 62.02
Boots and shoes, excluding ballet dancing shoes, skating boots and spiked athletic shoes	64.01 Ex 64.02 64.03 Ex 64.04
Serrated saw banding	Ex 90.19
Electric floor polishers, including vacuum cleaner/floor polisher combinations	Ex 82.02 Ex 85.06
Furniture – seagrass, rattan or wicker	Ex 94.01 Ex 94.03

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

(SOUTH AFRICA, *continued on next page*)

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SOUTH AFRICA, *continued*

Inquiry into rendering of urgent tariff assistance

THE BOARD OF TRADE and Industries in South Africa is to investigate the adequacy of existing legislation and machinery for dealing with customs tariff applications by secondary industries which are *prima facie* in urgent need of assistance.

The Board will consider among other things the desirability of interim protection, the form such measures should take and the implications for industrial and other users of the products involved; the essential requirements to be satisfied and appropriate procedures will also be under consideration and those interested are invited to submit representations to the Secretary, Board of Trade and Industries, Private Bag 342, Pretoria, within eight weeks of the date of publication, which was December 6. Further inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

Customs tariff applications

CUSTOMS TARIFF Application List No. 482, published in the South African Government *Gazette* of December 20, contains applications to the Board of Trade and Industries for increases in duty on:

(1) High frequency transistors, by 4c. each. The applicant is Siemens (Pty.) Ltd., PO Box 4583 Johannesburg.

(2) Phthalates of octyl, nonyl and decyl alcohols from 10 per cent *ad valorem* to 20 per cent *ad valorem*. The applicant is National Chemical Products Ltd., PO Box 344 Germiston.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

NEW ZEALAND

Emergency Protection Authority inquiry (1)

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods: Plasterer's finishing trowels (Tariff Item

(*Continued on page* 48)

Orders totalling HK$40 million were signed in Hong Kong at the end of November for the purchase of a boiler, generator and ancillary equipment by Peninsular Electric Power Company for its Tsing Yi power station. They will comprise the fourth 120,000 KW power generating unit at Tsing Yi, the commissioning of which will be 18 months earlier than previously estimated due to the high growth in demand for electricity in Hong Kong. International Combustion (Export) Limited will supply the boiler and GEC-AEI has been awarded the contract for the turbine generator. Present at the signing left to right: Mr. C. F. Wood, general manager, China Light & Power Co. Ltd.; Mr. M. P. V. Hannam, Principal British Trade Commissioner, Hong Kong; Mr. F. C. Westphal, chairman, Peninsular Electric Power Company; and Mr. Lawrence Kadoorie, director, Peninsular Electric Power Company.

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NEW ZEALAND, *continued*

Ex. 82.04.14); Prepared culture media for the development of micro-organisms (Tariff Item 38.16.00).

Details of the tariff items, under which the above mentioned goods are duitable, are given below.

Tariff Item	Unit	Rates of Duty		
		British Preferential	Most-Favoured-Nation	General
Ex 82.02.14	Doz.	Free	17½%	30%
38.16.00	—	Free	Free	Free

The Emergency Protection Authority is required to report to the Minister by January 23.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 24548/G.

Emergency Protection Authority: temporary protection

THE NEW ZEALAND Minister of Industries and Commerce has received applications for temporary protection for the following items:

Terpineol (Tariff item ex. 29.05.09).

Pine oil, excluding pine oils not rich in Terpineol (Tariff item 38.07.09).

Wigs, wiglets, switches and similar hairpieces of human hair (Tariff item ex. 67.04.01).

Electric clock cases and clock surrounds (Tariff item 91.04.09).

Clock dials (Tariff item 91.11.09).

The question of temporary protection for these items may, at a later date, be referred to the Emergency Protection Authority. Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 24548/G,

Tariff changes

DETAILS ARE given below of changes made in the New Zealand Tariff. These came into effect on November 15, 1968.

Tariff item	Description	Unit	Rates of Duty		
			British Preferential	Most-Favoured-Nation	General
82.02.07	Bandsaw and toothed bandsaw strip, over 4 in. in width for wood sawing	doz.	10%	27½%	40%

Tariff Item 82.02.09 should now read 82.02.08.

Emergency Protection Authority inquiry (2)

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods: Half face (oro-nasal) respirators (Tariff Item 90.18.09); Other textile articles. Rags (Tariff Items 63.01.00, 63.02.00)

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff item	Unit	British preferential	Most favoured nation	General
63-01-00	lb.	Free	Free	Free
63-02-00	lb.	Free	Free	Free
90-18-09	No.	Free	15%	20%

The Emergency Protection Authority is required to report to the Minister by January 29, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 24548/G.

BARBADOS

Import prohibition: galvanized steel pipe

THE BARBADOS Minister of Trade, under the Exports and Imports (Prohibition) Order, 1968 (S.I. 1968 No. 162) has prohibited the importation into Barbados of any light grade (brown band) galzanized steel pipe of one inch or less in diameter.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

UNITED STATES

National Commission on Product Safety

THE UNITED STATES National Commission on Product Safety has now issued the following provisional list of hearings which it proposes to hold in 1969:

Adequacy of voluntary self-regulation by industry and the role of testing laboratories.	Washington, D.C., February 18, 19, 20.
How safe are household products: Injury data; causal relationships; reporting techniques.	Chicago, Illinois, March 18, 19.
Economics of home injuries; industry expenditures on safety and quality control; effects of insurance; cost shifting.	Washington, D.C., May 13, 14, 15.
Function and effectiveness of State and local law in insuring safety of household products.	Portland, Oregon, June 17. Los Angeles, California, June 19, 20.
Who tells us about safety: education, advertising, public information.	Washington, D.C., September 17, 18.

Interested persons wishing to present oral testimony or to submit written statements at any of the above hearings are invited to advise the Commission in writing at 1016, 16 street, N.W. Washington DC. 20036, specifying the proposed subject of their testimony and group affiliation if any.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Radiation control for health and safety act

THE Radiation Control for Health and Safety Act of 1968 was recently enacted in the United States. The main purpose of this Act is to reduce the exposure of the public to all unnecessary hazardous radiation from electronic products.

The Act directs the Secretary of Health, Education and Welfare to establish an electronic product radiation control programme which would include the development and administration of performance standards to control the emission of radiation from electronic products, and the undertaking by public and private organizations of research and investigation into the effects and control of such emissions.

The Act covers all electronic products which purposely or incidentally emit radiation and which are a source of human exposure at work, in the home or during medical treatment.

Notice will be given in the *Board of Trade Journal* when details of regulations proposed under this Act are announced.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222-7877, Ext. 2397).

(UNITED STATES, *continued on page* 51)

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On the other hand, if prospects still look ripe, we'll have saved you a good bit of groundwork. And you won't waste your first week out there asking the questions we could have answered in London.

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Proposed revision of Trade Mark Act, 1946

THE *Board of Trade Journal* dated December 6, 1968, page 1607, contained a notice regarding the study being undertaken by the United States Patent Office of the effectiveness of the Trade Mark Act, 1946 and the invitation to interested parties by the office to submit their comments. A notice in the United States Federal Register No. 236 of December 5 announces that the period within which comments may be submitted has been extended from January 3, 1969 to February 14, 1969.

This notice states that comments and suggestions are also invited regarding the need for changes in the Code of Federal Regulations, Title 37, Chapter 1, Part 2 – Rules of Practice in Trademark Cases and Part 4 – Forms for Trademark Cases by February 14, 1969.

Comments should be submitted in writing to the United States Patent Office, Crystal Plaza, Arlington, Virginia, United States.

CHILE

Permitted Import List

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List:

Page	Item No.		Percentage of prior deposit
37	29.16	Citric acid	10,000 until June 30, 1969
64	37.05	Under 'sheets or plates for photogravure, sizes 20 x 25 cms to 75 x 102 cms' enter item: Transparencies, photographs or printed samples of photographs	Free
167	84.61	Outlet valves for atomizing liquids . . .	20
186	87.04	Add new sub-heading: Chassis for buses, without cabin, with useful load capacity of 3,500 Kg. or more and 130 in. distance between axles	10,000
185	87.02	Add new sub-heading: Motor-driven vans for prisoners . . .	10,000
185	87.02	Lorries built and equipped for specific purposes .	10,000

CANADA

Changes in anti-dumping legislation and Customs Tariff

THE NEW Canadian Anti-dumping Bill (see draft text in the *Board of Trade Journal* dated October 11, 1968) has passed through the various stages of the Canadian Parliamentary procedure and received the Royal Assent on December 19, 1968. It is understood that a few minor amendments have been made to the draft text and it is hoped to publish full details in the *Journal* at a later date. The new Act should become operative, as planned, on January 1, 1969.

Royal Assent was also given on December 19, 1968 to the recent Canadian Budget resolutions which proposed various amendments to the Canadian Customs Tariff to reflect the Canadian Kennedy Round offer. These amendments include an entirely new chemicals and plastics tariff based on the Brussels Nomenclature which is to become operative on January 1, 1969. A further announcement about these tariff changes will be published in the *Journal* when the official amendment sheets for the Canadian Customs Tariff have been received by the Board of Trade.

Inquiries about these changes in the Canadian Customs legislation should be addressed to Board of Trade, Commercial Relations and Exports Department 2, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2629 and 2698).

'Made in Canada' rulings (1)

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

Of a 'class of kind made in Canada':

Swivelling and fixed type nozzles, over 91 inches inside diameter up to and including 130 inches inside diameter, for ships' main propulsion systems, designed to be mounted around the propeller for the purpose of increasing thrust and/or improving manoeuvring ability, effective January 17, 1969.

Note:

Swivelling and fixed type nozzles up to and including 91 inches indside diameter have previously been ruled as of a class or kind made in Canada.

Of a 'class or kind made in Canada':

Carbondioxide cylinders in the 20 lb. size, effective January 17, 1969.

Note:

Carbondioxide cylinders in 5, 10 and 15 lb. sizes have been ruled previously to be of a class or kind made in Canada.

Of a 'kind' made in Canada to that of a 'kind' not made in Canada, effective January 17, 1969:

Bismuth gallate
Bismuth oxychloride
Bismuth salicylate
Bismuth subgallate
Bismuth subsalicylate.

The above information is contained in Canadian Department of National Revenue Memorandum D51-28-1, Memorandum D51-30-1, and Memorandum D51-33-2 respectively, all three dated December 17, 1968.

'Made in Canada' rulings (2)

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

Single engine fixed wing aircraft for civilian use having a gross weight of from 5,501 lbs. to 8,000 lbs. inclusive as covered by the certificate of airworthiness issued by the Department of Transport are being transferred from the category of types and sizes made in Canada to that of types or sizes not made in Canada.

(Ruling effective December 18, 1968)

Note: Single engine fixed wing aircraft for civilian use having a gross weight of 4,500 lbs. to 5,500 lbs. inclusive as covered by the certificate of airworthiness issued by the Department of Transfer remain in the category of types and sizes made in Canada and the note at the end of Memorandum D 51-15 is amended accordingly.

The above information is contained in Canadian Department of National Revenue Memorandum D51-15-1 dated December 18, 1968.

Hydraulic ship steering gears in sizes designed for rudder stocks up to and including 12 in. in diameter are being transferred from the category of a class or kind not made in Canada to that of a class or kind made in Canada.

(Ruling effective January 20, 1969)

The above information is contained in Canadian Department of National Revenue Memorandum D51-28-1 dated December 18, 1968.

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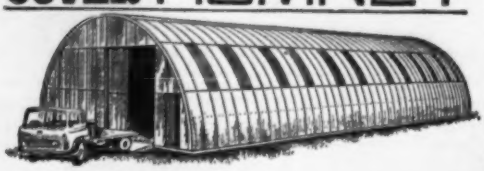

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Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Aircraft noise at Heathrow airport (Q)	20 Sept. 1968
Trade by air (6-M)	4 Oct. 1968
Balance of payments (Q)	20 Dec. 1968
Bankruptcy orders (Q)	25 Oct. 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	6 Dec. 1968
Distributive and service trades (A)	23 Feb. 1968
Electronic capital equipment deliveries, research and development	22 Nov. 1968
Industry's investment intentions (3 times a year)	18 Oct. 1968
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	13 Dec. 1968
Chemical industries production (6-M)	19 July 1968
Companies:	
Income and finance (Q)	15 Nov. 1968
New companies registered:	
Gt. Britain (M)	29 Nov. 1968
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	18 Oct. 1968
Construction work overseas (A)	11 Oct. 1968
Credit:	
Instalment and credit business (M)	6 Dec. 1968
International trade credit (A)	16 Aug. 1968
Electronic industry:	
Electronic capital component deliveries, research and development (Q)	22 Nov. 1968
Engineering and electrical goods:	
Deliveries of certain products (Q)	This week
Production, exports and orders (M)	This week
ECGD business(Q)	22 Nov. 1968
Film industry:	
British Film Fund Agency returns (M)	15 Nov. 1968
Cinema admissions and takings (M)	27 Dec. 1968
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	6 Dec. 1968
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	9 Aug. 1968
Food:	
Consumption levels (A)	5 July 1968
Household consumption (Q)	4 Oct. 1968
Footwear industry orders (M)	13 Dec. 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1968
EFTA trade (Q)	14 June 1968
Trends in export of manufactures (A)	6 Sept. 1968
World trade and production (Q)	1 Nov. 1968
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	6 Dec. 1968
Value of overseas trade (M)	20 Dec. 1968
Value of overseas trade: analysis of trends (Q)	15 Nov. 1968
Gold and convertible currency reserves (M)	13 Dec. 1968
Hairdressing trades turnover (M)	13 Dec. 1968
Hire purchase:	
Assets and liabilities of HP companies (Q)	15 Nov. 1968
Business (M)	6 Dec. 1968
Industrial building provisional figures (Q)	25 Oct. 1968
Industrial development certificates refused (A)	25 Aug. 1968
Industrial production:	
Index nos. (M)	27 Dec. 1968
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	16 Aug. 1968
Transactions (Q)	27 Sept. 1968
Investment and earnings overseas (A)	19 July 1968
Laundries and dry cleaners turnovers (M)	13 Dec. 1968
Machine tools, deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	This week
Deliveries (Q)	8 Nov. 1968
Production (M)	6 Dec. 1968
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	20 Dec. 1968
Office development permits (Q)	8 Nov. 1968
Partnerships registered (A)	9 Feb. 1968
Pension funds:	
Assets (A)	12 July 1968
Transactions (Q)	6 Dec. 1968
Retail prices index (M)	27 Dec. 1968
Retail trade:	
Index nos. (M)	6 Dec. 1968
N. Ireland index (M)	27 Dec. 1968
Royalty transactions (A)	23 Aug. 1968
Shipping:	
Movement at UK ports (M)	13 Dec. 1968
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors' (Q)	6 Dec. 1968
Retail (M)	6 Dec. 1968
Wholesale trades (A)	16 Aug. 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textiles orders and deliveries (M)	20 Dec. 1968
Cotton production (M)	20 Dec. 1968
Wholesale houses sales (M)	13 Dec. 1968
Wool exports (Q)	22 Nov. 1968
Wool output (M)	20 Dec. 1968
Tourism:	
International tourism (A)	4 Oct. 1968
UK tourist traffic (M)	29 Nov. 1968
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1968
Index nos. (M)	13 Dec. 1968

Board of Trade Departments, etc. Subject	Last published
Board of Trade addresses	13 Dec. 1968
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	20 Dec. 1968
Customs notices of interest to exporters	30 Aug. 1968
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	27 Dec. 1968
Half-yearly index – Jan.-June	2 Aug. 1968
Official Receivers' offices	21 June 1968
Programme of trade promotions	1 Nov. 1968

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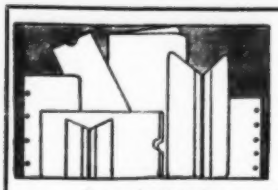

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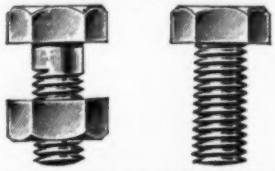

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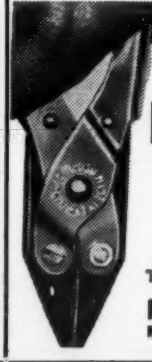

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Electric motor maker drives exports up by one-third.

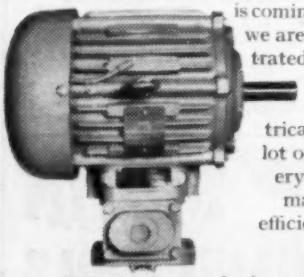
Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.

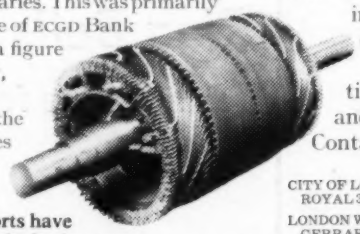


What's your marketing set-up?

Kenneth A: We have agents in 76 countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.



Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

The world is a big market. Your company can prosper through increased exports. ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks. Advice and co-operation from ECGD can help spark off and sustain your export expansion. Contact your local ECGD Manager.

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